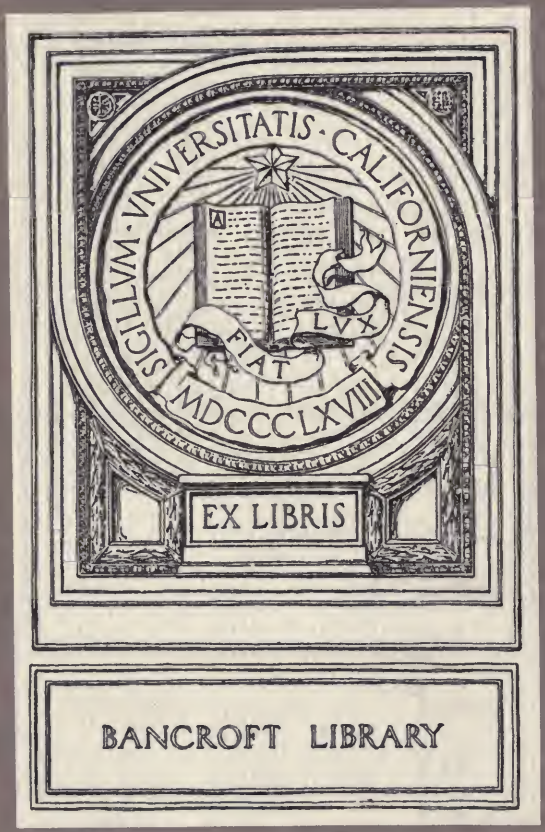
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The Industries OF DALLAS TEXAS.

COMMERCIAL & MANUFACTURING ADVANTAGES.

HISTORICAL DESCRIPTIVE AND BIOGRAPHICAL

FACTS FIGURES & ILLUSTRATIONS. 1885.

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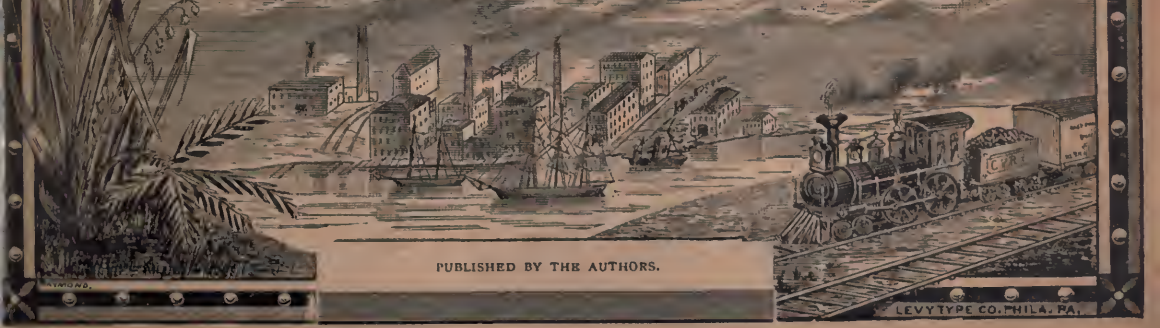

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HISTORICAL AND DESCRIPTIVE REVIEW

OF THE

INDUSTRIES OF DALLAS.

1884-5.

Trade, Commerce and Manufactures,

MANUFACTURING ADVANTAGES, BUSINESS AND TRANSPORTATION FACILITIES,

TOGETHER WITH

SKETCHES OF THE PRINCIPAL BUSINESS HOUSES

AND

MANUFACTURING ESTABLISHMENTS

IN THE CITY.

[Land and Thompson] pubs,

DALLAS, TEXAS,
PUBLISHED BY THE AUTHORS.
1885.

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PUBLISHERS' NOTICE.

It is clearly evident from the wonderful development of the United States' resources, and the rapid increase of consumers in the country since the close of the civil war, that commerce and manufactures cannot longer be controlled in the interest of the few cities which have hitherto constituted the great centers and distributing points. The law of progression forbids the continuance of such monopolistic features, and the vastness of our territory, the immensity of our resources and their broadcast distribution, the remarkable enterprise of our people and the general development of the country at large, must naturally bring about the surrender of such unlimited power and the establishment of centers in every section having the facilities to sustain them. In no part of the country is there exhibited a more determined effort to develop the strength of local advantages and thus secure the early fruits of the equitable disposition of trade and manufacture, than in the Southern States, and in Texas this progressive spirit is particularly prominent. No State in the Union is possessed of more valuable resources and in more unlimited quantities. Recognizing their importance, commercial and manufacturing industries are rapidly establishing centers in the midst of this boundless wealth. Of the several points thus selected none possess more favorable advantages than Dallas—the Queen City—and none are striving more energetically to establish itself upon a scale commensurate with its magnificent wealth of resources; and it is for the purpose of disseminating more thoroughly the knowledge of the wonderful opportunities which here await new business capital, and also its rapid development as a great commercial and manufacturing center, that the compilation of this volume has been undertaken. If our labors succeed, even to a limited extent, in advancing the material interests of the public at large, and of this beautiful and well deserving city in particular, we will feel that our work has not been in vain.

We desire to return our grateful and heartfelt thanks to T. F. McEnnis, President Merchants' Exchange; C. A. King, Sec'y Merchants' Exchange; W. L. Cabell, Mayor, for valuable assistance rendered, and to those business men who have so liberally patronized our work.

Respectfully,

THE PUBLISHERS.

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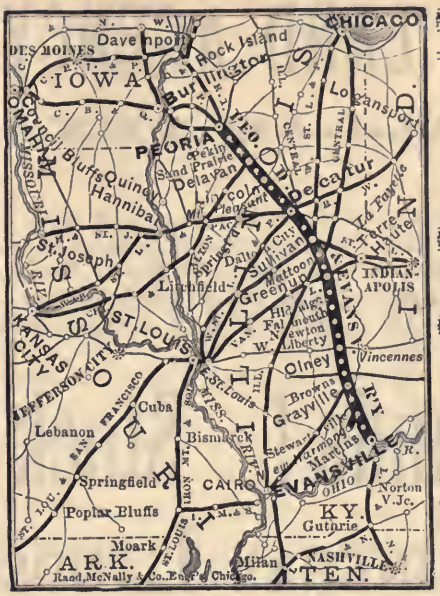

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See Page 137.

DALLAS:

HER TRADE, COMMERCE AND INDUSTRIES.

INTRODUCTORY.

The growth of the "Lone Star State" has been the wonder and admiration of the whole civilized world. While we stand in ecstacy and gaze upon her fine prairies and upon her broad rivers and lakes and the numerous cities, towns and villages that stud the State from border to border, we pause to take one long and lingering glance at Dallas, and with our feeble pen paint the picture of her birth, life and being; of her wonderful trade and commerce, her religious and social institutions; to examine into the cause and effect, and, if possible, discover and show to the world what has tended to make Dallas the second city in commercial importance in this great State; to demonstrate to the people residing here that their work has only just begun and that the future of this city is brighter than pen can picture or artist portray.

Forty-four years ago Mr. John Neely Bryan occupied a cabin on the spot where now stands the city of Dallas. Standing in his cabin door, as far as the eye could reach, no human habitation was visible and the stillness of the night unbroken, save by the hooting of the owl or the savage bay of the prowling wolf, or the rippling of the waters on the fair bosom of the beautiful Trinity, which in its onward course to the Gulf seemed to linger and laugh as it passed by the spot, where in after years was to be built a great metropolis.

Now we stand upon the same spot in the center of a populous city, surrounded by all the refinements of wealth and cultivation, a city numbering with its suburbs nearly 35,000 souls, and embracing a vast amount of the industry, the energy and the excitement of business. Situated in the midst of a great agricultural region, with natural avenues and artificial roads tending to it in every direction, it is unsurpassed for the markets of husbandry. A writer speaking of Dallas has this to say: "There is no poetry in the history of Dallas. She did not awake one morning to find herself a city; she grew not in a night, or in a day or year. Hers has been a long and continued struggle for supremacy, which, having gained, her people may well be proud of, and for which they deserve praise and admiration. Other cities in the State have sprung into existence in an incredibly short period of time, heralded their greatness and glory for a time to the world, and then, having over-reached the mark or builded beyond the requirements of the times, country and surroundings, fell backward to wait for progress; while Dallas, inch

by inch, and year by year, slowly and surely grew, grew with a solidity that can never be impaired, until to-day she stands the most prosperous and one of the largest of Texan cities."

If we are successful in showing that the prosperity of Dallas has resulted from the enterprise of individuals, it will be readily seen that we owe it chiefly to the commercial classes. Not that we would claim for them the sole honor, or deny the merits of others, for this would be as unreasonable as the fabulous dispute between the body and the limbs. We only place them in the foremost rank of an active, hardy, adventurous population, because, by controlling the wealth, the business and the resources of the country, they have been the chief agents in its rapid aggrandizement.

The reader will bear with us a moment and excuse a pen prone to wander, while we touch for a moment upon a very important point as connected with this discussion. It is one of paramount importance, and should receive a much more attentive consideration than we can give it incidentally at this time. We refer to

COMMERCIAL CHARACTER.

What should be the character of those who act so important a part in the business of the country, who control its resources, direct its energies, and in a great degree form the moral standard which regulates the transactions of the whole people? The mercantile mind of our country is sufficiently keen. The pursuit of wealth, attracting as it does intellects of every grade, includes among its votaries many of the most aspiring and most capable minds, and gives to them that constant and healthy exercise, which is calculated to sharpen the faculties, and, if united with reading and reflection, produces a high degree of refinement. The merchant should cultivate his mind and acquire knowledge, as an element of power. Dealing in the products of various climes, and of all the arts, and engaged in an intercourse, personally or by correspondence, which extends to all the marts of traffic throughout the world, he should be well acquainted with the geography of the globe, and with the productions, resources, habits, financial systems and commercial usages of all nations. He should know thoroughly the composition and history, the mode of production, cost, and all other incidents connected with every article with which he deals, and should be versed especially in the moneys and measures, the exchanges, the commercial laws and regulations of the various places to which his business relations extend. This much we insist upon, as actually necessary to the respectability of the mercantile character, and to enable the merchant to wield his capital to advantage. But the intelligent merchant should aspire to more than this. His position in society demands that he should place himself upon an equality with the most cultivated of his fellow-citizens. As a class, the merchants are the most wealthy men of our country. In social intercourse they mingle with the most refined, with those who are the highest in intellectual standing and official position. There is no place in society, no post in the government, from which the merchant is excluded. On the contrary his command of money, and the facilities afforded by his relations of business, place him in a prominent position, give him the control of the various commercial and moneyed

institutions and render him the fit and active director and agent in the whole circle of public charities, and in the numberless endowments for literary and liberal purposes. Having thus opened to him a wide sphere of usefulness, he should enter upon it with a consciousness of its dignity and importance, and qualify himself for the discharge of its duties by an assiduous and liberal cultivation of his mind and morals. The merchant should be a patron of the arts, a promoter of education, a friend to literature and science, an active agent in all public improvements; because his habits of business, his wealth, his connection with moneyed institutions, and with fiscal concerns, enable him to render efficient aid to enterprises of patriotism and benevolence. He should be forward in every good word and work, also, as a means of blunting that vulgar prejudice, which supposes that the men who possess or control wealth enjoy exclusive privileges; and should show a willingness to pay liberally for the advantages of his position, whether real or imaginary, by using those advantages freely for the public good.

There is another point in regard to commercial character, of greater delicacy, but which we do not feel at liberty to pass untouched, as it is the most essential to the honor and prosperity of the mercantile class, as well as of the community to which they belong. The most precious possession of the merchant is his *credit.* And here allow us to draw a distinction. The credit of the merchant does not consist simply in his wealth, or in his ability to borrow money by means of his connections, or of the securities he may be able to offer. It is a gross fallacy to suppose that what is termed an "undoubted standing," requires nothing for its support but the possession of *facilities* for raising money. The credit of a merchant depends mainly on his character for integrity, capacity and industry. The true merchant is a man whose morality is as inflexible as the rules of arithmetic; his honesty is as invariable as the result of a correct balance-sheet. He should be not only honest, but strictly honorable, so that the confidence reposed in him should be unlimited. Such a man is trusted, not merely on account of his wealth, but in consideration of his personal character.

The commercial virtues are so essential to the well-being of society, that their cultivation should be an object of sedulous care to the whole mercantile body, who should exercise a conservative influence by frowning upon every infraction of the laws of fair trading. Punctuality should be insisted upon as an indispensable requisite, and no man should be trusted or tolerated, who would forfeit his word, or violate his engagements. Society has a right to demand of all its members the observance of good faith, and it is only by insisting on this right that a wholesome public opinion is established.

Especially should the merchants of a city like Dallas endeavor to establish a high tone of commercial character. They should set up a standard of strict and elevated morality, which every regular dealer and fair merchant would acknowledge to be just, and to which all should be required to adhere. They should patronize those virtues which adorn the individual character, which promote success in business, while they render its transactions safe and agreeable, and which are as beneficial as they are honorable to the community in which they flourish—

industry, honesty, temperance, and prudent economy—while by inflexible rules and strict observances, they should discountenance fraud, deception, trickery and bad faith.

When we speak of the rapid advancement of our country to its present high state of prosperity, we are easily led by national vanity into the employment of high sounding words which do not always lead us to satisfactory conclusions. Patriotism, public spirit, benevolence, liberty, education, the freedom of the press, our liberal institutions, the benign and pacific policy of our government, are referred to as causes of our national growth and aggrandizement. We shall not dispute the happy influences of all these principles. But there is one element in the national character, one principle of action animating the entire mass of our people, which is greater than any other; nay, we will be bold enough to assert, more powerful than all others united. Whether it be called avarice, or the love of money, or the desire of gain, or the lust of wealth, or whether it be softened to the ear under the more guarded terms, prudence, natural affection, diligence in business, or the conscientious improvement of time and talents, it is still *money-making*, which constitutes the great business of the majority of our people; it is the use of money which controls and regulates everything.

Whether the propensity for money-getting is beneficial or otherwise, depends upon circumstances. Industry is an admirable quality, its exercise is directly useful to the public as well as to individual interests, and it is accompanied by temperance, prudence, morality, and other virtues. But the desire of wealth, for its own sake, is far from being a virtue. When money is greedily sought, without regard to the means of acquisition, the passion which directs its pursuit is base and sordid. The miser is a wretched man, a worthless citizen, a dishonor to the dignity of human nature.

We are happy to believe that the acquisition of wealth does not necessarily, nor as we hope, usually, blunt the sensibilities nor destroy the manliness of a generous character; that it is not always a selfish and a mercenary occupation. If money be sought with moderation, by honorable means, and with a due regard to the public good, no employment conduces to nobler or higher powers of the mind and heart. And such should be the character of the merchant in a city that desires to keep pace with the advancement of civilization. He should guard his heart against the seductive influence of money; he should carefully shield his mind against the narrow precepts of avarice. Money should be regarded as the agent and representative of the good it can be made to perform—it should be sought as the instrument of self-defense against the evils of poverty; of parental love, enabling us to provide for those dependent upon us; of public spirit, in affording the means of promoting the public good.

Dallas has earned a high name for its energy and enterprise, and the public spirit and commercial honor of her merchants, and the city is now far upon the road to greatness.

Let us now pass to and examine the claims and adaptabilities of the city of Dallas to the position we confidently and unhesitatingly ascribe to her. We believe

our true function to lie in that direction, and we trust a proper performance of duty and self-elected task will be the crowning result. As a city advances in wealth and numbers, and as its commercial affairs multiply, and the arms of its trade are stretching, reaching in every direction, it becomes an anxious and an interested public to know the importance of its demands, as well as the causes that have given it such prominent claims upon their patronage and attention. Trade watches with lynx-eyed vigilance, and with the keenest and closest scrutiny the manipulations of those who seek to secure its benefits, none the less than it does the points best fitted by natural means and artificial efforts, as the proper fountain head of supplies, or the channel through which its commodities must flow in the clearest, purest, least obstructed and least contaminated way.

Actuated, then, by a desire to present to the world this statistical and descriptive work, systematically arranged and correctly reported, demonstrating the city of Dallas in all its varied phases, its trade and commerce, its importance, advantages and resources, we have undertaken the labor. Our purpose has not been solely to advertise the parties whose names appear individually, but to advertise the city itself; the benefit, if any to result, to be general. Our people have often refrained from scattering broadcast, as they ought to have done, information relative to the mercantile and manufacturing advantages of this city; practical in their views, they have seemingly sometimes forgotten that man does not live by bread alone, and straightforward in their own general dealings, and governed exclusively in their transactions by economical or commercial reasons, they do not suppose it possible that such trifles as "ancient and fish-like smells" in market houses can keep one customer away from where he ought to go; or that such vanities as pageantry, puffery and matters of that ilk can attract one tradesman when it is not his decided intent to buy. And yet, despite numerous prostrations of trade and commerce, of financial shocks and failures all around, they present, to-day, a sounder and more solvent record than any competitive market, have preserved their commercial honor and mercantile respect intact, brought their city to a dignified prominence in the world of trade, and thereby commanded the respect, the attention and the admiration that such conditions have legitimately entitled her to. The varied features of the city's wealth and prosperity we propose describing, embracing almost innumerable branches of commerce, of mechanical arts and sciences, manipulated and carried on by a live, progressive and go-ahead-ative class of merchants and manufacturers who are aided in their transactions and labors by countless auxiliaries such as ready capital, cheap transportation, steam, concentrated labor, and the inexhaustible natural resources that a beneficent Heaven has placed in almost prodigal liberality at their disposal. These, guided by experience and a thorough knowledge of the people, and with indomitable foreign and domestic labor, energy, industry and skill, are fast transforming this young and thrifty city into a most formidable rival of any in this great and growing State.

We do not propose, nor do we feel competent in the undertaking, to acquaint our readers with a minutely detailed account of all the commodities dealt in, their qualities and defects, the countries whence derived and the many items regarding

them, that doubtless would prove interesting to the generality of people. The excellence of a business publication written on business subjects and "meaning business", oftentimes depends as much upon what it *does not* contain as upon what it *does* contain; and so many details, although in themselves useful, unnecessarily encumber a work designed to unfold the information we contemplate disclosing in this. A seriatum report of all the multifarious branches follow, supported by such indisputable facts and figures that gainsaying the truth will be folly, and which may convince the skeptical if any such there be, as to the importance of the city of Dallas. Therefore, choosing rather to let the eloquence of arithmetical calculation speak for us what grandiloquent phraseology and fancifully wrought speculation might fail to accomplish, we are not fearful as to the result. Some time has been spent in this investigation, and the reports are submitted as illustrative of the present *status* of commercial and manufacturing industry in Dallas. They are not exclusively of our own observation and knowledge, but that of others, and may be considered the opinions of one or more of the leading men in each branch of business; for large indebtedness is due to this source, both for original suggestions and confirmation of points otherwise doubtful. We do not claim for them exactness to the *cent;* to ascertain that would require the purse of Fortunatus, and inquisitorial powers far greater than we possess, but simply to state facts that have come within our range; facts which might be noticed by almost any person of ordinary intelligence, meeting with them as they do, on every thoroughfare of the metropolis, with convincing proof that Dallas is already a great commercial and manufacturing city.

If the result of our labors, then, demonstrates to the merchants and business men trading with Dallas, or trading elsewhere, that under a system of liberality and progression our people have stimulated industry by rewarding ingenuity and by using most efficaciously the powers bestowed by nature upon them, that they have distributed their labor and capital most judiciously, diffusing general benefit to the country having intercourse with them, and built up for themselves a trade that is increasing and expanding, and is bound to result in a brilliant mercantile future for them, then, indeed, are we satisfied with the work, and "love's labor" has been rewarded.

DALLAS—TRANSPORTATION FACILITIES.

One of the most important considerations in the building up of a great city are the facilities for transportation, and one of the first enquiries made by the capitalist when seeking a location to embark in a manufacturing or commercial enterprise is, "what are the facilities for receiving and shipping goods?" Viewing Dallas with respect to situation we may truthfully remark that she possesses almost unrivaled means of communication with all points in the State and directly or indirectly with all points of prominence in the United States. By glancing at a map of the country it will be observed that Dallas is the geographical center of that grand section of favored territory composed of Central Texas, Indian Territory, Louisiana and Arkansas—a section of country, perhaps, the richest on the face of

the globe, and fast becoming populated by a thrifty class of people. Its peculiar situation in this respect and its singular advantages as a point for the interchange of manufactured commodities and raw materials, or for the exchange of the great products of this wonderful section, dignifying the place at once as the identical spot for the building up of the greatest internal market of the State. Its position therefore would naturally point it out as the established city through which the most direct lines of communication between the Northwest and the Gulf Coast cities would naturally pass, as would those striking the most available points for exchange of products between the Southern States and the Pacific Coast. Already we see the gathering strength of Dallas in this respect, and the possibilities are not only grand, but they are dazzling in their influence, and time—*time* alone is needed to bring out immeasurable results. The pioneer enterprise in the system of railroads now centering at Dallas is the

HOUSTON AND TEXAS CENTRAL RAILROAD.

This road is of incalculable advantage to the city and intersects all the leading roads of the State. It traverses the State from north to south, extending from Houston to Denison, a distance of 338 miles. Passing directly through this city, it opens up the trade both north and south of Dallas to the Dallas merchant and makes this city the trading point for a large farming population on either side of the city north or south. At Houston it connects with the Morgan-Louisiana System of roads for the east and the Galveston, Harrisburg and San Antonio (the Southern Pacific System) from the west. At Hempstead it connects with a branch running to Austin, the State Capital. At Hearne it forms a junction with the International, connecting with Austin, San Antonio and Laredo on the west, and Palestine, Tyler and Longview on the east. At Corsicana it forms a junction with the Texas and St. Louis Narrow Gauge, connecting with Waco, Gatesville and other places of less note on the west, and Athens, Tyler, Pittsburg, Texarkana and a through narrow gauge system to Cairo, St. Louis and the East, making Kosse, Groesbeeck, Corsicana and many other smaller towns good feeders for Dallas on the south. At McKinney it connects with the East Line, a branch of the Missouri Pacific, that extends east to Greenville, Sulphur Springs and Jefferson. At Sherman it forms a junction with the Transcontinental, a branch of the Missouri Pacific, connecting with Bonham, Paris and Texarkana on the east, and Whitesboro, Gainesville and Denton on the west; and at Denison, on the extreme northern border of the State. is the terminus, where it connects with the Missouri, Kansas and Texas, now under the Missouri Pacific's management. The management of this road has been energetic, conservative and unswervingly honest, and its achievements have placed it in the front rank of American railways and justly entitles it to the exalted position it occupies in the esteem of the traveling public, the merchant, the manufacturer and the shipper, admirably fitting it for being singled out as a prominent representative of Dallas' greatness.

TEXAS AND PACIFIC RAILWAY.

This road is one of the many divisions of the great Missouri Pacific system, and is an important factor in the growth of this city. This system now embraces

in all its divisions 6,029 miles of splendid track. Of this, the Texas and Pacific has 1,487 miles, the main stem running from Texarkana to Sierra Blanca, ninety miles east of El Paso. This road, however, runs through trains to El Paso, arrangements being perfected by which their entire trains are run over the Southern Pacific track. At Texarkana connections are made with the Iron Mountain Road to St. Louis. This grand division of the Missouri Pacific grasps in its iron arms nearly all the principal cities in Northern and Northwestern Texas. The road-bed is in a splendid condition and the track laid with the best Bessemer steel rails. The entire equipment is first-class in every respect, and the employes attentive and polite to the traveling public. The results of this road to Texas and to Dallas are not to be measured by the impetus the enterprise has given to agricultural pursuits and the many other improvements it has wrought in the territory contiguous to its lines, important though the general outcome has been, and steadily enhancing in value as it is. The benefits are to be seen in the additional means of communication with St. Louis in the Northwest and the Pacific Coast, in enabling the gulf port cities to grasp the hands of those on the Pacific Coast, in giving to the people a route to the Golden Gate, that is snowless from January to December, where roses bloom at all seasons of the year, and the hills are fragrant the year round with blossoms. The general offices of this road are in St. Louis.

THE DALLAS AND WICHITA RAILROAD

is strictly a Dallas road, but is now owned and controlled by the Gould system. It extends from this city to Denton, where connection is made with the main line of the Missouri Pacific from Denison to Taylor, and thence southward over the International to Austin, San Antonio and Laredo.

CHICAGO, TEXAS AND MEXICAN CENTRAL.

This road was built and finished in 1882, and is now called the Dallas Branch of the Gulf, Colorado and Santa Fe, or Texas Midland Route. The road has been projected north from Dallas, and when completed will give this city direct communication with Chicago, the great metropolis of the Northwest.

TEXAS TRUNK LINE.

This line extends from Dallas to Kauffman, a distance of about thirty-five miles. The objective point of this line is the Sabine Pass, a distance of two hundred and fifty miles. The general offices of the road are in this city. S. J. Adams, President; H. R. Irvine, Superintendent; A. Davis, Treasurer; W. A. Nason, General Freight and Ticket Agent. The road is in the hands of live, progressive men, and no doubt will soon be completed to its objective point.

The foregoing will show the power of Dallas as a railway center. Her lines reach in every direction from the city, and connect her with all of the trade centers of the North and South. The value of such a system of railroads needs no comment at our hands, but suggests at once a greatness for Dallas outswelling the most ambitious dreams of her citizens.

WHOLESALE AND RETAIL TRADE OF DALLAS.

In taking up this department of our labors we propose demonstrating so far as in our powers lie, the amount of business done in the different branches in this city. Our mammoth establishments for the sale of dry goods, groceries, hardware, queensware, drugs and all the articles that go to make up a general merchandise trade, contain immense stocks of every description and are conducted by merchants of acknowledged probity, energy, intelligence and wealth, some of whom were engaged in business here previous to the war, while a host of new houses have sprung up, increasing competition and imparting new vigor to the sinews of trade, which were impaired by the terrible convulsions of civic strife. They have thus confidently entered the lists of commercial rivalry with the merchants of larger and older cities. The very fact then, that they are able to compete with older markets, cities of greater wealth and population as well as established reputation, certainly demonstrates the possession of some wonderful influence or secret, explainable only, in our opinion, as commercial advantages. Our commercial agents, in passing through this State and adjoining States, come face to face with drummers from Galveston, New Orleans, and St. Louis. It has been said that when "Greek meets Greek, then comes the tug of war," but we here proudly proclaim that *our Greek* has proven himself a veteran, and inscribes more victories on his commercial banner, by far, than defeats. He has been enabled not only to advance his lines into the disputed sections, but has established a cordon of friends who, for mutual interest, have fortified the posts and kept up an uninterrupted communication with this, the great basis of supplies.

THE DRY GOODS TRADE.

The dry goods trade of Dallas has its customers spread over a wide extent of territory. These customers are also, for the most part, merchants of moderate capital and dependent for their means of payment upon the population among which they are located. Any disturbance of the general prosperity, for instance a failure of crops, limits the demand for distribution, or interferes with facilities for collection; and there is no class so helpless, under such circumstances, as the country merchant; consequently, he frequently fails in meeting his notes given to the jobber, and the latter, with so many little streams dried up at once, is still obliged to meet his payments, or he is utterly ruined. A country merchant pays his debts as soon as he can raise the money, or if he be less prompt, as soon as he can *spare* the money; while his creditor must pay upon the day his note matures, or be posted as a bankrupt. It is this one-sided arrangement of his business, which leaves the jobber more exposed to embarrassment in his financial arrangements, and gives him less recuperative power, when he finds himself, from some error of judgment, "in a tight place." The jobber, therefore, must have capital, but his business depends less upon the amount of this, perhaps, than upon his personal qualifications. He must be a good judge of goods, for a stock well bought is half sold. There is many a stock of goods made up of items purchased at their fair market value, but altogether comprising an assortment totally unsaleable. It is far

better, then, to have a dear stock judiciously selected and well assorted, than to have the cheapest stock of undesirable goods. Whatever maxims may be found in "Poor Richard" which will not bear the test of a sound philosophy, this one at least, is of the genuine stamp—"Nothing is cheap that is not wanted." In knowledge of the trade, in abundance of capital and in point of judicious purchases for this section, we claim, then, for the houses doing business in Dallas a standard unsurpassed, if equaled, by any city of the State. Of late years the habit of drumming has become almost universal, not only with dry goods but with all branches of trade. Drummers are sent out into the country with their packages of well assorted samples, and drummers are kept stationed in the city, like sentinels, to herald the advent of a visiting customer. The country merchant is booked upon his arrival, is captured by courtesy, and attracted by generous and disinterested appeals to his several tastes and habits. He finds the "drummer" a jolly, good soul and soon he is "hail fellow well met." Sometimes, however, our "country cousin" is annoyed no little, for once gaining the reputation of being a new customer, he is soon set upon by numerous rivals, as assiduous in their attentions as a life insurance agent in talking up this, that, or the other system of "policy." It may be assumed, in the meanwhile, that it is to the advantage of the country merchant to visit the city more frequently, for here he has larger stocks to select from, and is generally better satisfied than with purchases from mere samples. The amount of stock to be kept on hand, however, is generally determined by each according to his location and the nature of his business, but the smaller the better, where the wholesale market is so near at hand, and the assortment can be readily renewed.

Retrospectively, we may say, that ten years ago, the dry goods trade of the city of Dallas was very small and quite insignificant as compared with the trade of to-day. Its customers were then confined to a narrow scope of country, and the sales were limited. After a decade had passed, we again visit its marts. Colossal brick and granite warehouses, rising in their grandeur, story above story, meet the eye. These are filled and teeming with all classes of goods applicable to this trade. A cursory glance through the various departments is hardly sufficient to give a correct idea of the vast stocks and seemingly exhaustless varieties there displayed. Here we meet with innumerable samples, variformed and variegated. Here are the goods from the four quarters of the globe. Here are the goods from almost every nation and clime beneath the skies. Silks, cloths, cassimeres, satinets, kerseys, jeans, tweeds, linseys, flannels, tickings, checks, plaids, alpacas, dress goods, ginghams, prints, muslins and drills, in short what one would see in a visit to our dry goods houses would fill an interesting volume, for, of themselves alone, they present to the eye a busy map of life to be met with nowhere else outside of a metropolis.

And so this trade has increased so much that we now have mammoth houses engaged in wholesaling dry goods and notions, all doing a healthy, remunerative business, and each one flourishing on their own industry and energy; for, having commenced with small means, they have gradually advanced and increased, until

they now possess ample capital to compete with any market in the South. With the advantages of transportation, possessed by this city, like bold pioneers, they have penetrated far into the sections of the country formerly the customers of other cities; and that they have been vastly successful in directing trade this way, their largely augmented sales sufficiently prove. As further evidence of this statement, let us call attention to the aggregate sales of 1884, which, despite the damaging influence of a Presidential campaign, shortness of crops, and other detriments, amounts in round numbers: Wholesale, $2,000,000; retail, $1,600,000; giving us a grand total of not less than $3,600,000 for the year.

OUR RETAIL HOUSES.

We have, lastly, among the dealers in dry goods, the retailers. The signification of the terms employed in designating the other classes, is obvious, but the derivation of this name is less generally understood. It is from the French, *retailler*, and signifies to *cut again, to divide*; a retailer of dry goods is, therefore, one who sells in small quantities as needed for consumption. In country towns there are few retailers who confine themselves exclusively to the traffic in dry goods; but in the city this trade is not only separated from others, but there is frequently a further division, one merchant retailing silks, another woolens, another laces or trimmings, etc., and the competition is quite as spirited as among the jobbers and importers. There is no situation where popular talents contribute more largely to success than in a retail dry goods store, whose patronage depends solely on the public favor. A merchant gifted with good temper, exemplary patience, ready address and thorough knowledge of human nature, will grow rich next door to a starving cynic. Occasionally a man of sour temper, but possessed of sound judgment, and a thorough knowledge of his business, will, by keeping a more perfect assortment than his amiable neighbor, succeed in attracting a larger custom, but this patronage is in spite of his irritability, and will be heartily transferred the moment the same convenient assortment is found accompanied with greater affability. The best foundation for this business is downright thorough-going honesty. We would not advocate *honesty*, simply because it is the best *policy*, as this is too groveling a motive for the first principles of morality; nor is it worth while for a dealer with sanctimonious face and "white upturned eyes to wondering mortals" to *pretend* to be honest, if he has not the principle, solely for the sake of securing custom. Even country people detect the ring of the false metal, and therefore it is essential to eminent success in the distribution of goods, where there is so much of detail, that the merchant should stand high for probity; for trickery of any sort, although it may put a few dollars in the pocket at first, will soon wear a reputation threadbare and dry up the sources of lawful gains. With these facts cited, we take especial pride in testifying that for honesty of purpose, and that due consideration of the comfort or welfare of others, which is the foundation of all true politeness, the retail dry goods merchants of Dallas have become popular wherever known. Being shrewd business men, they have gone even farther, and studied the interests as well as the feelings of their customers, and this has enabled them to secure a widespread patronage, stationary and regular. They never per-

suade a reluctant customer to purchase an article that is not likely in the end to suit his taste or convenience, having too much regard for the futurity of their business and too little respect for that kind of quackery which shows itself in wetting sound goods, that they may be sold as damaged in order to attract custom; or in "selling off at cost" to get an extra profit from simple-minded customers, which may have a brief success like other quackeries, but will be sooner or later exposed.

The retail dry goods dealers of the city, with scarcely an exception, are gentlemen "born and bred" in the business. They have not chosen the occupation because they consider it less laborious, and not so degrading, as pursuits involving manual labor, for, indeed, that would have been a strange hallucination, judging simply, but frequently, by the care-worn faces, brought on by following a trade that requires constant personal attention from an early morning hour until late at night. Fond parents, who fancy that white hands and a well-tied cravat are the signs of gentility, and who manage to get their sons into a dry goods store, imagining that they are on the royal road to fortune and *otium cum dignitate*, find themselves soon undeceived, for there is an amount of drudgery and up-hill toil, incident to the proper conduct of the business, that justly entitles those fitted, both by nature and application, to conquer its difficulties, to obtain its just rewards in their broadest sense.

Among other requirements, it is absolutely necessary that a proper idea of system, or order, in the arrangement of a stock should be maintained; for not only is a great deal of time wasted in looking for articles which have no defined location, but the goods become tumbled, and present anything but an attractive appearance. The arrangement of their stocks for *effect*, therefore, is not beneath the attention of our merchants, who have made their stores models of method, and been materially assisted in their disposal thereby. And with all these points considered, we feel fully justified in ranking the retail dry goods houses of Dallas, not only equal, but superior, to most any city in the Southwestern country. In the varied lines of staple dry goods, they are certainly unsurpassed, in quality, quantity, diversity of goods, or cheapness of price. While in dress goods, of every description, no competitive houses present more favorable bargains. In the finer goods, the display is but little short of wonderful. In all sincerity, it would be an arduous task to properly detail, in a circumscribed sketch, the many interesting facts to be gathered here. The trade is certainly one of our most prominent pursuits and metropolitan features. It not only takes in the entire custom of the city, but there is scarcely a day that one does not see whole troops of ladies, who come here from adjacent places, to do their "shopping." From a radius of one hundred miles, and including some of the wealthiest and most fashionable cities, towns and villages in the State, diurnal quotas arrive, and the vicinity of the retail dry goods emporiums is one of bustle, and trade, and commotion.

THE GROCERY TRADE—WHOLESALE.

In its wholesale branch the grocery trade of Dallas engages the attention of more merchants than any other one vocation. In the crowded thoroughfares of

the city may be found its spacious warehouses, one day being filled, and the next day, as it were, emptied of their immense stocks, for, of all mercantile pursuits, none surpass this branch for vivacity and bustle. On every street and thoroughfare one encounters the throngs of well-laden drays and ponderous transfer wagons, rolling ceaselessly and noisily in their busy career, which, mingled confusedly with the emphatic and sometimes profane ejaculations of the almost innumerable army of teamsters, and draymen, and porters, and laborers, all highly essential features of the trade, present a truthful panorama of a commercial Babel, yet everything moving with the regularity of clockwork. Costly and capacious buildings, in keeping with the demands of the trade, are being erected in the leading marts. New sections of country, rich in resources, are being made tributary, until the business now stands out bold and prominent, symbolizing that eminent quality of go-ahead-ativeness that characterizes the Dallas wholesale grocery trade, either as individual firms, or taken as a fraternity. To meet this gratifying growth and wide-spread enlargement, how are our merchants prepared? Go into the warehouse, and if an appearance of quantity and variety please the eye, it is here in perfection. Coffee from the West Indies and Brazil, and tea from China, stacked alongside with sugars from Cuba and sugars and molasses from Louisiana, and rice from the Carolina plantations. There, too, are huge piles of salt and pepper, and all the condiments from " where the spicy breezes blow soft o'er Ceylon's isle," and which to alter the old adage, make up the " variety of life." There are all manner of canned goods—the "crustaceous bivalve" and the lively sardine—fish, fruits, soaps, candles, cheese, preserves, jellies, candies, and the thousand and one articles incident to the trade, arranged in order, and standing pyramidical in their huge accumulations.

Since the war this trade has been constantly extended until to-day it covers a larger scope of country than at any time before or subsequent to the cessation of hostilities. Our merchants, however, have surmounted and conquered many difficulties, and the trade is to-day in a healthy condition. The annual jobbing trade will amount to $5,200,000, while the retail transactions are certainly not less than $2,000,000, giving us a grand total of approximated value—*seven million two hundred thousand dollars.* The handsome figures shown in the retail sales evidences the marked growth of the city, and a flattering increase in the resident population.

Dallas merchants have invariably, since her earliest days, stood high for their energetic undertakings, their clear-sightedness, integrity in transactions, as well as for that controlling lever of success—plenteous capital to push their interests to the very verge, nay, within the very precincts occupied by older markets. We assert, proudly, too, that but few cities in the Union can exhibit the same records as to solvency. Examine your mercantile directories, or inquire of your banker, and both will sustain us, that if failures have ever occurred, they have been decidedly few, none of them involving large sums of money, since our trade assumed anything like its present proportions. The leading firms are Armstrong Brothers, on Commerce street, and T. L. Marsalis & Co., corner Commerce and Murphy streets.

THE BOOT AND SHOE TRADE.

Among the various ramifications of trade in our midst, that have been pushed forward to a position of prominence and magnitude within the past few years, we know of none that ranks in better condition than our wholesale and retail boot and shoe interests. Standing next in importance to dry goods and groceries in the aggregate value of merchandise sales in this city, it affords a pleasing illustration of what a few enterprising and liberal merchants can accomplish, both for the trade and themselves. But a few years ago the entire trade in boots and shoes would not reach $100,000; but coming into the hands of an active and resolute class of merchants, who had unlimited confidence in the marked and superior advantages possessed by Dallas, as a point for wholesale distribution, they have been constantly increasing their stocks, maintaining a very close margin of profits, advertising their business extensively, and in this manner successfully cultivating a trade which was accustomed to seek other cities. And still, not satisfied with the restricted area heretofore tributary to this market, they have sought for, and obtained, new customers at places which could be easily reached and controlled from this point.

To indulge our erratic pen for a few moments, we are led to consider the antiquity of pedal casings, and to present some curious facts connected with their history. We believe, the first mention of shoes, in Biblical literature, occurs in Exodus, iii c. 5 v., when the Angel of the Lord appeared unto Moses in a flame of fire, out of the midst of a bush, addressing him thus: "And he said, draw not nigh hither; put thy *shoes* from off thy feet, for the place whereon thou standest is holy ground." Again, in Deuteronomy, xxxix c. 5 v., wherein Moses, speaking of the covenant of the Lord with the children of Israel, after their escape from the land of Egypt and the hosts of Pharoah, the following language is employed: "And I have led you forty years in the wilderness; your clothes are not waxen old upon you, and thy *shoe* is not waxen old upon thy foot," which evidences great perfection in the manufacture of shoes in those days. But the oldest form of the shoe, it appears, was that of the sandal, a sole to be worn under the foot, and secured to it by thongs. The ancient Egyptians made sandals of leather, and others, for the priests, of palm leaves and papyrus. The Hebrews made use of similar protections for the feet, sometimes formed of linen and wood, while those of soldiers were of iron and brass. Among the ancient Greeks and Romans, the use of shoes was not general. Mercury, the "Messenger of the Gods," and the Deity who presided over commerce and eloquence, was usually represented with a winged hat on his head, and winged shoes, called *talaria*, on his feet. In Homer's Odyssey we find him thus portrayed:

"The God who mounts the winged winds,
Fast to his feet the golden pinions bind,
That high through fields of air his flight sustain,
O'er the wide earth, and o'er the boundless main,
He grasps the hand that causes sleep to fly,
Or in soft slumber seals the wakeful eye:
Then shoots from heaven to high Pieria's steep,
And stoops incumbent on the rolling deep."

The Spartan youths were trained to go barefoot, and the heroes of the Iliad are usually described as without shoes when armed for battle. Socrates, Phocion, and Cato, it is said, frequently went barefoot—though the females usually wore shoes, and their use finally became universal. Shoemakers have their tutilary saints in Crispin and Crispinian, who were put to death about A. D. 287. The tradition is, that they were brothers, belonging to a noble Roman family; that becoming converts to Christianity, they took refuge in Gaul, from the persecutions under Diocletian, and that they preached the gospel at Soissons by day and exercised the trade of shoemakers by night. They converted multitudes before their martyrdom under Maximain. The societies of shoemakers known as St. Crispin are named in their honor. Shoes have also had a varied history in England. In the reign of William Rufus, a famous beau, Robert, surnamed the Horned, introduced shoes with long pointed toes, twisted like a ram's horn. Though inveighed against, the style became fashionable, and in the reign of Richard II., the points had increased to such extent that they reached the knee, to which they were secured by chains of silver and gold. The upper parts were cut to imitate the windows of a church, and the whole was made extravagant and conspicuous. For three centuries, it is said, the clergy, popes, and public officers, sought in vain, by declamations, bulls and orders, to break up the fashion, and finally, by act of Parliament, shoemakers were prohibited making for the "unprivileged classes any shoes with points more than two inches long." Boots were first known about the fifteenth century, and were originally so-called from their resemblance to a sort of leathern bottle for carrying liquors, called in Spanish *bota*, and in old French *bouts*. Hence, when reference now-a-days is made to "snakes in the boots," the natural inference points to an undue amount of the revivifying liquid in the internal possession of the wearer.

But changes have taken place in the past few years, even in the local boot and shoe trade, for, like everything else made for wear, they are ruled by the stern fiats and fanciful whims of fashion, and what is in season one year, is oftentimes obsolete and considered quite "out of style" in the next. But these changes have generally been for the better; and to cite an instance familiar to many of us, we will state that now-a-days a negro will not wear a "Brogan Shoe," as in the days of yore, but instead must have a pair of "Star Boots," or an "Oxford Tie," or some other encasement for his delicate and diminutive pedal extremities, with an equally euphonious name, and made of material equally as soft and pliable. And so, too, with the females of that "previous condition of servitude"; they now no more think of wearing anything short of *cloth gaiters*—which, *par parenthesis*, usually range in sizes from Nos. 6 to 9—than would our most fashionable belles condescend to hide their dainty feet in the casings of "Ancient Africa." The result of all these revolutions, however, has been to force dealers to buy nothing but the most stylish and best articles, and in these respects Dallas dealers are distanced by none.

After these preliminary remarks, perhaps, we are privileged to enumerate a few of the many inducements for custom that are held out by our jobbers. Standing, as they do, "A No. 1," in Eastern markets, and being gentlemen of capital,

energy and promptness, they have made the wants and specialties of their tributary trade the objects of their undivided study. The business is conducted on as liberal terms as in any market in the country, and consequently goods can be, and are, sold much lower than in markets that strain a point to sell on long time and charge up a ravenous profit to their customers. Large and well assorted stocks are kept here the year round, and retail merchants, living in the adjoining counties, are not necessarily compelled to buy more than a few weeks' supply at one time, thereby always keeping only fresh goods, and just such as their customers want, avoiding the chances of old and unseasonable goods that Eastern jobbers frequently palm off on inexperienced dealers, and in addition, reducing their liabilities. They also save time, and traveling and freight expenses. The difference in house rent, clerk hire, cost of living, all in favor of Dallas, are arguments of weight, also. Operated then on a liberal basis, we have close, prompt buyers, while the "slow pay" goes East, buys on credit, pays more exhorbitant prices, loses time, and violates the custom of patronizing home merchants—that very custom that puts bread into his own mouth.

Another fact which stamps the superior advantages of Dallas, as a wholesale boot and shoe market, is this: Dallas jobbers buy their goods exclusively from first hands, and in many cases having the goods made for their express orders, and on as favorable terms as any jobbing house of New York, Philadelphia or Boston, can sell as cheap as any of them, only adding transportation charges. Another fact, wholesale dealers, being more extensive buyers than retailers, *control the manufacturers*, and whenever they are found working against their interests, as is their right, often withdraw their patronage. Therefore, the choice lays between the jobbers of Dallas and those of other cities, not between the retailer and manufacturer.

HATS, CAPS AND STRAW GOODS.

In some form or other, man appears to have made use of a hat to protect his head from the cold of winter, the burning rays of the sun, or against the blows of battle, from the most remote periods. As a part of defensive armor, the hat was the helmet, which still retains its primitive shape; as a protection from the weather, it was the cap, such as we see in the ancient figures representing the Goddess of Liberty. Among the Romans a cap was regarded a symbol of liberty, and slaves were presented with a cap on receiving their freedom. Hats, as a piece of dress, seem to have been introduced as a distinction among the Ecclesiastics in the twelfth century, though it was not till the year 1400 that they were generally adopted by respectable laymen. But in nearly all ages, the hat being the most conspicuous article of dress and surmounting all the rest, it was natural to give to it special care and attention, to place in it showy plumes and jewels, and surround it with bands of gold and silver. According to an old ballad, descriptive of the different kinds of covering for the head:

> "Any cap, whate'er it may be,
> Is still the sign of some degree."

The rank of persons being determined by the shape of the hat, we find that the King donned the crown as a badge of his royalty; the Cardinal wore a red hat, indicative of his willingness to shed his blood for Jesus Christ; and the Court Jester adorned his conical-shaped head covering with a diminutive tintinnabulating bell. So, too, even at this date, we frequently measure a man's importance by the appearance of his *chapeau*, and there are "none so poor to do him reverence," who persists in wearing "a shocking bad hat", or a miserable "little old hat."

From general statistics, we learn that it has been estimated that a capital of about $12,000,000 is invested in the trade in the United States; that about 36,000 persons, male and female, are employed in it, and about 22,000,000 hats and caps are annually made, of the value of $36,000,000. The local hatting trade, though unquestionably entitled to rank as a leading pursuit in Dallas, from the aggregate value of its merchandise sales as well as manufactures, has so few salient points, and has been so little indebted to the labors of the inventor, that a few words respecting it must suffice; yet, as an evidence of the further subdivision of trade, and as an evidence of its great increase, year by year, very much may be said. Virtually, the same rules governing the wholesale departments of trade, in the way of dry goods and notions, and boots and shoes, in Dallas, will apply to those houses engaged in the sale of hats, caps and straw goods. The same care in the selection of goods for this locality, and the same arguments that may be advanced concerning their advantageous condition may be applied here.

In an economical point of view, the most gratifying feature that we have to note in this pursuit is the progressive and indomitable spirit of enterprise manifested by the hat dealers of Dallas, and their establishments may be stated as entirely independent of the vaunted "leaders and introducers of fashions for gentlemen's hats" of the North; for by uniform excellence in purchase of articles adapted to the home market, they have attained a very desirable and enviable reputation. It has been their aim, also, to introduce the most novel and original styles; and as a means to this end have established connections with the best manufacturers of the country whereby they are in receipt of all new goods and new styles as soon as they make their appearance in the great emporiums, bringing us to the standard of a first-class market, and quite as much in "fashion" as any of them. They have thus brought the taste of wearers to the very doors of their patrons, and been more uniformly successful in introducing beautiful designs than the *soi-disant* "leaders"—botchers, who, frequently ignoring the cultivated taste of our Southern and Western customers, substitute and try to palm off the crude vagaries of their own imaginations. For artistic beauty and excellence of quality, as well as for the favorable prices asked, we claim, then, for the wares sold in Dallas, inducements co-equal with those offered in any, of the largest and most celebrated jobbing markets in America.

Before closing this article we should state that these houses also deal heavily in straw goods. The total trade in this branch of business will aggregate $200,000 annually.

CLOTHING AND THE CLOTHING TRADE.

If it lay within our province to give a detailed history of man's garments, by diligent labor and research, a very considerable volume could be made of this subject, but as we can only glance at some of the most important points connected therewith, we shall not trespass on ground beyond our boundaries, and speak only of the more prominent features. Very few persons at the present day care to think of the time when men were clothed in the skins of wild animals, or take time to admire the ingenuity and taste employed in the production of the articles of their dress. Because garments are common, we are apt to regard them as *natural*, as if they grew and were not made, arriving at their present perfection at one spring, instead of being the slow growth of not only centuries but thousands of years.

We do not read of any *woven* fabrics until the time of Noah, when reference is made to garments in a language which leaves the mind impressed with the idea that they were of a manufactured substance.

One of the peculiar characteristics in dress with all, or nearly all Eastern nations, is the habit of wearing flowing robes. The Turks, Arabs, Hindoos, Chinese and Japanese, have adhered, for centuries, to loose garments. Their style of dress differs in some respects, according to the nation, but the great fact, that the apparel of all these is loose and free, is too well established to be refuted. Fashion has few votaries in those lands, so far as dress is concerned. The same peculiarity also marks the costume of nearly all ancient nations, as the representations left us amply testify. The Romans and Greeks did not wear pantaloons, and Demosthenes or Cicero would greatly degenerate were we to clothe them in "swallow-tail coats and white kids," and send them forth to lecture in the forum like George Francis Train, or Henry Ward Beecher, for instance. Broadcloth takes the poetry out of all ancient costumes. It would be a difficult matter to imagine "Othello," or either of the "Two Gentlemen of Verona," or any of the heroes of medieval ages, decked out in modern coat, vest and pants; about as difficult as it would be to fancy the foremost man of all the world, the Great Julius, dying with any proper degree of dignity at the base of Pompey's statue, in a fashionable suit made by a modern tailor.

It might be well enough for the curious student to take the history of dress in England, to illustrate the improvements in modern clothing, for the simple reason that nearly all fashions have been in vogue among that people. The ancient Britons, when Caesar visited the island, wore skins in winter, and went nearly naked in more favorable weather. Caractacus, when carried before the Emperor Claudius Caesar, was for the most part nude, having an iron chain around his neck, and a second around his middle, and as he was a monarch, we may reasonably suppose that the costume of his subjects was exceedingly meagre. Boadicea, the warlike Queen of the Britons, and who is a conspicuous character in early history, is described by the Romans as wearing a loose robe of changeable colors, over a thick-plaited kirtle. The costume of the ancient Saxon women was composed of linen robes, interlaced and trimmed with purple, without sleeves, their arms bare, and their bosoms uncovered. The Anglo-Saxons, it is said, were the first inhabit-

ants of England to adopt close-fitting coats. In their time the dress of kings and nobles was often trimmed with gold; ornamental elegance in dress, thus making its advent among them.

The Normans and Flemings, who accompanied William the Conqueror into England, were remarkable for their ostentation and love of finery. Personal decoration was their chief study, and new fashions were continually introduced. Indeed, they seem to have been the fashion makers of their times, as the Parisian *artists* are reputed to be of ours. The Monk of Malmesbury, in his life of Edward the Second, complains that such was the pride of dress, that the Squire endeavored to outshine the Knight in the richness of his apparel; the Knight the Baron, the Baron the Earl, and the Earl the King himself. It was not until after the Crusades that those articles of dress, indispensable to us moderns, such as the shirt and vest or waistcoat, came into use. About the time of Henry VIII., something approaching present garments became general in use. In Cromwell's day this was further advanced, and partook strongly of the sour character of the times. In the reign of Charles II., a thorough revolution pervaded all costumes, and the style of dress, particularly that of the females, was as graceful and as loose as their morals. The costumes of the gentler sex, as given in the pictures of that day, were truly natural and elegant, at once imparting beauty and attraction to the form. The stiff stomacher, the horrible ruff, and the more savage farthingale were repudiated by nearly all. The ruff, by the way, illustrates the trifling origin of many strange things in dress. It was invented in the time of Edward VI., by a Spanish or Italian lady of quality to hide a wen on her neck. The cravat has a similar history. It was first worn by some royal gentleman to conceal the ulcerous effects of the scrofula in the throat. Fashion, it seems, has often proceeded from a desire to increase personal attraction, but still more frequently from mere caprice or design on the part of professional modistes for gain or trade. That healthy ease, grace and natural motion are often sacrificed to it, needs no elucidation, and it is a curious fact that men who revolt at dictation from all other sources, obey fashion, and submit to torture because their tailor cuts their coats in the *mode.*

The only country in the world, it is given out, which does not yield implicit obedience to this tyrant's sway, is Spain. Paris does not prescribe the style of dress for Madrid, but in republican America we loyally acknowledge her supremacy. In every age there has been one or more persons who may be styled the impersonation of fashion, and the monarch of dress. Among those of this class most celebrated, we might refer to Beau Brummell, whose influence in controlling trade was so great that his patronage was a tailor's fortune, and his name has long since been adopted as a synonym for "dressiness." He was the patron of Schweitzer & Davidson, of Cork street, London, who not only supplied his clothing gratuitously, but are said to have furnished him with pocket money, when his fortunes were on the wane, by delicately inserting in the vest pocket a £100 note on sending a suit home. Beau Nash, his illustrious prototype, was another arbiter of fashion; both were constantly in debt, and both died in extreme poverty, wanting the necessities of life. These were samples of their class—the dandies, or dudes—a class, how-

ever, which has never been held in high esteem by either men or women of sense. Among races, the one in which a love of gay dress and tawdy finery may be most extensively observed, is the negro. Savage or civilized, they always affect gay colors, and are the natural dandies of the human species. The fashions of this

THE HERALD BUILDING.

country are admitted to be generally derived from France, although it is evident that many of them, and those of the best, are of our own invention. The plates published in New York and Philadelphia, are valuable to the fashion arbiters of Paris, who frequently use these hints without "rendering unto Caesar" etc. Change

in dress is effected quickly with us, and striking alterations have taken place within the past few years. About forty or fifty years ago it was customary to wear coat collars large enough for a horse, and not very unlike a horse collar, as portraits of the dear, blessed old bald-headed gentlemen with their smoothly shaved and kindly faces we see hanging up in parlors here and there will show. About 1830, a reformation occurred, and now the most elegant of such garments the world produces, as regards shape, fit or collar, are those of American manufacture.

There are thirty-four firms in this city who deal directly and indirectly in clothing. Among these we include the merchant tailors and all those dealing in ready-made clothing. The aggregate yearly sales in all the branches will foot up a round *million of dollars* yearly. The dealers are liberal and the stocks of ready-made clothing large and fine, while our merchant tailors are up with the times in all things, employing none but the best cutters and tailors. Our merchant tailors do not depend alone on Dallas for their trade, but do a large business all over the northern part of the State, Indian Territory and Louisiana.

DRUGS, CHEMICALS, ETC.

The importation, manufacture and dispensing of drugs, medicines and chemicals, at the present day, may justly be ranked among the most important and lucrative branches of business in our city, and there are circumstances connected with the progress and present condition of the several departments which are well worthy the attention of the mercantile public. The original apothecary in primitive times, was the practising physician, who imported his own supply of drugs and dispensed them himself. A corner of the principal store in the town was allotted to the few medicines which were in common use, and which all knew how to apply, such as Glauber salts, cream of tartar, flower of sulphur, castor oil, etc., and to the most famous patent medicines of the day—Turlington's balsam, Godfrey's cordial, British oil, Bateman's drops, and opodeldoc. Indeed, but little dignity seems to have been imparted to the business for centuries back, for we read in Shakespeare's "Romeo and Juliet" this unflattering description of a "drug store," which must have been indicative of those in existence in those distant days:

> ——"I do remember an apothecary,—
> And hereabouts he dwells,—whom late I noted
> In tattered weeds, with overwhelming brows,
> Culling of simples; meagre were his looks,
> Sharp misery had worn him to the bones;
> And in his needy shop a tortoise hung,
> An alligator stuffed, and other skins
> Of ill-shap'd fishes; and about his shelves
> A beggarly account of empty boxes,
> Green earthen pots, bladders and musty seeds,
> Remnants of packthread, and old cakes of roses,
> Were thinly scattered to make up a show."

Nor has it been many years since the legitimate druggist was first known even in the United States, for Bishop, in his "History of American Manufactures,"

says: "The war of 1812, and the commercial restrictions which preceded it, caused such a scarcity and dearness of chemicals, that numbers attempted the preparation of the more prominent articles, and the complete establishment of the manufacturing business in this country dates from that period. Many of these works were undertaken by foreigners, who had learned something of chemical manipulations in German, French or English factories, or by capitalists among our own druggists, who made use of foreign skill, or pretentions to skill, in getting their works into operation. It was in this way that factories for the making of Prussian blue, Scheele's green, and other pigments and chemicals were from time to time started."

But the druggist having entered the field, he soon relieved the physician from "compounding prescriptions," and thus separated the apothecary from the mere shop-keeper, and elevated the business to a professional rank. Then, by adding paints, window glass, oils, dye-stuffs, and oftentimes garden seeds, to his drug stock, in order to make the two ends of his account meet, with the progress of wealth and population this new division of labor grew to its present enlarged and important status. And inasmuch as the business touches on the one hand the science of medicine, and on the other that of chemistry, it may be forcibly added, he who is the best educated, who combines with worldly common sense and prudence in the management of his business, the greatest scientific skill in his calling, is generally the one destined to be most successful in the pursuit of wealth.

The drug trade in our city is conducted by three classes of traders: the importer and jobber, the manufacturer and the retailer or the apothecary. These limits, however, are not strictly maintained except by a few, for the retail druggist generally supplies orders from the country from country physicians, and the jobber is very often his own importer. The countries from whence drugs are imported are almost as numerous as the varieties of articles, but to detail them all, however, would be an endless task. The best antimony is imported from Hungary; assafœtida is the fetid concrete juice of a plant that grows in Persia, and is used in its fresh state in that country as a condiment; camphor comes from the East Indies and Japan; cassia from the West Indies; jalap is a Mexican plant, found near the city of Xalapa, after which it is named; the best opium is the juice of the white poppy that grows in Turkey, Egypt and the East Indies; hellebore is a native of the mountains of Switzerland and Germany; sarsaparilla is imported from South America, Honduras and Quito; and senna and scamony from Arabia. In truth, one might well designate a well-stocked drug house, a museum of valuable curiosities from all quarters of the globe. It may be remarked, too, that the drug business covers so large a field, and embraces such a variety of distinct articles and products, that almost every prominent house in the trade may be said to be a representative of some particular department. The trade with the city apothecaries, with the larger druggists in other cities, with interior apothecaries and druggists in the country towns and villages, may be said to be distinct and have their proper representatives in particular houses. For the use of country stores, many of the medicines most in use are frequently put up in small and

neatly labeled vials and sold in dozen packages. As the only guarantee of the purity of the medicines thus sold lies in the integrity of the druggist, it is of the greatest importance to the physician and the country druggist, that they deal with houses of established reputation in this particular, no less than of competent skill in their profession. To aid such customers in making a fortunate selection in this essential matter, and also to illustrate the different departments into which the drug business is divided, we submit to their consideration sketches of a few leading wholesale drug houses.

By way of general remark, we may say that as a wholesale drug and chemical market, Dallas, it is claimed, compares favorably with any importing market in the State, both in the amount of business as well as its advantages, while the abundant capital employed enables our dealers, at all seasons, to be well supplied with the amplest and most varied stocks to be met with in the South, and that they are fully prepared to, and, we believe, do undersell any competing market that is not extensively engaged in the manufacture of standard articles. As a class of merchants, they enjoy the most enviable reputation for liberality, fairness, and reliability, while extended experience has not only been a good schoolmaster to them in the way of teaching them to select none but goods of the purest, freshest, and most exact natures, but has given them decided knowledge of the wants and demands of the Southern trade. That they are uniformly conscientious in their figures, a steady and influential trade—wedded to these, their idols—fully attests, and that they sell as low as can be sold from manufacturer's first prices, is undeniable. Their stocks, as before stated, are always ample and well assorted, and embrace almost innumerable articles included under the general heads of drugs, chemicals, medicines, paints, oils, dye stuffs, perfumery, fancy articles, etc., etc., many of which are as familiar in the mouths of the "initiated" as household words.

It is said abroad, and, perhaps, with equal truth as wit, that perfumery of some kind is sold everywhere in the United States, except on 'Change and at an undertaker's." A New York journal, referring to this aphoristic saying, remarks: "However that may be of all other cities of the American Union, of the famous 'fourth city of the world,' as New York is proudly appellated, the above apothegm might be further amended to read: 'in fact, everywhere but at a perfumer's.' For perfumers *per se*—a fact not generally known—the great metropolis of New York has none. Perfumers, with the exception of a few of well diversified excellence, monopolized mainly by the three cities of Philadelphia, New Orleans and Boston, the entire United States has none of any name or fame extraordinary, either cis or trans-Atlantic. And as yet no new Richmond signalizes the faintest public desire to enter the most poorly-paying and worst-promising field of perfumery." This explanation permits us to say, that, in fact, the druggist here, as in a measure elsewhere in America, is the perfumer as well. He manufactures his own colognes, and, as a rule, is almost invariably reticent about giving the recipes; but he also imports the finest "Farinas," both German and French, as well as all the other favorite and most costly essences, bouquets, and esprits of the day. In Paris everything is perfumed, in the language of the immortal Flora, "that a lady can wear,

from the crown of her head to the sole of her foot, or that can be pinned on, or stitched on, or placed, or put on with a tie." As in the days of Madame de Pompadour, amid the marvelous luxury of the time of *Le Grand* Monarque, the fashion is revived for gallants in lieu of the favorite colors, to float the special *odeurs* chosen by their beautiful mistresses. In this country, however, the various perfumeries are generally named from some new-fangled notion or sensation, and almost every city can produce its specialties.

But returning to the subject more especially under discussion, to-wit: the wholesale drug trade of Dallas, we may say the best evidence of its general prosperity is in the fact that it steadily increases each year.

There are three houses in Dallas wholesaling drugs, and a host of stores that do a retail business. The annual sales of these houses, for the year 1884, will aggregate $650,000.

THE WHOLESALE LIQUOR TRADE.

The consumption of spirituous liquors, both as a luxury and in the works of art, are so vast and widespread, that the traffic in our city necessarily involves considerations of great commercial importance, and the revenue derived from the various branches of the pursuit swells the business of Dallas up among the millions. The kinds of liquors sold by our wholesale houses are from the widely celebrated distilleries of Kentucky and Tennessee. The quality of the liquors made in Bourbon, Nelson and Anderson counties, Kentucky, and Robertson county, Tenn., are too well known wherever a civilized drinker lives, moves, and has his being, to need extolling at our hands. Nor do we propose to be led into a discussion as to the relative merits of "Sweet Mash" or "Sour Mash," or to attempt any scientific explanation of the various systems of fermentation, either natural or unnatural. This much we, however, say, that whiskies manufactured on the Bourbon plan, and known as sweet-mash liquors, require both time and artificial process to ferment properly, and inasmuch as "age" in liquors is mostly sought after, where purity is desired, it needs no additional light on the subject, for a word to the wise is at all times sufficient. Therefore, no words of praise are expected at our hands to convince dealers and bibbers, and we would be undertaking a work of supererogation to bring forward more proof, or to state wherein superiority lies.

It has been quite difficult, in the meantime, for us to arrive at clear conclusions as to the annual financial value of this great business in our city, inasmuch as it is so widely scattered, or rather so universally dealt in. But from the most reliable data we could obtain, we unhesitatingly state that the trade is not less than $1,200,000 for the year 1884.

The wholesale liquor dealers of Dallas, as a class, are men of means, thoroughly conversant with the business, and well prepared to offer the very best inducements to customers from this and adjoining States.

WALL PAPER, WINDOW SHADES, ETC.

Here is another department of trade that has, of late, grown with remarkable rapidity in our city, and is fast assuming proportions that cannot be overlooked or omitted. Indeed, almost within remembrance of new comers, has it increased from

mere obscure corners on the shelves of bookstores to large transactions, and is now carried on by firms making it and kindred branches their sole business. This increase is almost a clear gain for the commerce of the city of Dallas; and when we place the business in this line at fully $150,000 per annum, the difference in our favor will be much more readily apparent. All classes, qualities and designs for the interior decoration of buildings, public and private, are kept by them, from the finer grades of velvet, velvet and gold, satin-surfaced, and French papers, elegant, costly, and beautiful, obtained from the largest American, English, French, and German manufactories, down to the lowest-priced articles in use, and to suit all shades, colors, complexions and conditions.

THE HARDWARE TRADE.

The past few years, and especially those which have succeeded the war, has made many changes in the hardware trade, a great improvement being noticeable in the quality of goods sold, which is owing, in part, to the fact that the colored population in the State that depend on Dallas for their supplies have become direct purchasers as well as customers. The low grades of pocket and table cutlery are rapidly disappearing from the shelves of hardware dealers, and cotton cards are almost obsolete. That interesting implement known as the "Jim Crow card," has passed into the relic of the "olden days and golden;" for a darkey now either "shingles" his knotted and combined locks, or permits them in unkempt ringlets to straggle out ragged and unoiled to coyishly dally with the breezes of heaven. Axes, too, have undergone a change, and in place of those weighing six or six and a half pounds, the call is almost invariably for those weighing from four to five pounds, and in a great many instances even lighter. Then again, before the war, probably, there were not more than a hundred kegs of horse-shoes sold in Dallas in an entire year, while to-day the sales of this article will reach many thousands of kegs. This last instance is due to the fact, that formerly, almost every farmer in the South had about his plantation a negro blacksmith, who made all such articles for home consumption; but, with his new found freedom, the "man and brother" has forever turned his back on such pursuits, and consumers are forced to obtain their supplies from importers and jobbers. Another feature of its transmogrification we might mention in this connection: We allude to the trade in plows and various other agricultural implements, formerly dealt in by hardware men, but which is now, for the most part, confined to regular agricultural implement warehouses, where it legitimately belongs. A great many more instances in this connection might be mentioned if it were deemed necessary, but we will now pass to a consideration of the advantages Dallas possesses for prompt and cheap distribution of goods purchased of her merchants.

Beyond the question of rents, cost of living, clerk hire, etc., between Dallas, as compared with other large cities, which, by the way, are circumstances most decidedly in our favor, there is another important advantage which is well worthy the consideration of country dealers, and which is the incontrovertible fact that Dallas merchants operating on ample capital are enabled to pay *cash* for their stocks, thereby obtaining larger discounts from the manufacturers of this country

and of Europe, which *extra discount will put the goods in their houses*, so that if the Dallas merchant does sell goods at the same price as his Eastern rival, he makes more clear money on them. But the foregoing are not, by any means, all the proofs that could be adduced to show the favorable circumstances that surround Dallas as a wholesale hardware market, but we will, for the present, desist and point to our irrefragable argument in defense of the assertions we have advanced. It is this: In almost every city, town and hamlet of the vast stretch of country obtaining supplies in the Dallas market, there are merchants who buy all of their hardware here, selling alongside of those who trade in Galveston or New Orleans. Our customers are able to sell just as cheap, they get their goods in less time, can recuperate their broken stocks at any time within a very few days, which he who buys in markets further away cannot do in less than from two to three weeks. Stocks in this market will be discovered as large and as well selected and assorted as in any city of the South. The houses are imposing, conveniently arranged, and we may well pride ourselves on having some of the most perfect specimens of hardware houses in America.

The trade for the past year has advanced fully fifteen per cent. over and above that of the previous one, and will amount to $2,127,500. More German and English hardware—including pocket and table cutlery, has been imported this year than ever before known. Our importers and jobbers being thoroughly conversant with the trade, offer purchasers all the facilities and advantages that they could possibly meet elsewhere.

LEATHER, SHOE FINDINGS AND SADDLERY.

Considerable difficulty has been experienced by the writer in properly defining and estimating the trade coming under the above caption. In some places we found dealers in saddlery also manufacturers, and to separate the sales of these concerns would be impossible. One thing, we did discover, however, and that is, that the trade is in a most satisfactory and growing condition, and that the *Herald* was right in saying: "The wholesale men in this line send travelers as far west as Colorado, as far south as Central America, and actually enter Galveston as competitors." One important feature worthy of investigation is the fact that the dealers throw down the gauntlet and agree to *duplicate any legitimate bill* Galveston or New Orleans can get up. The annual trade will approximate nearly $1,500,000.

AGRICULTURAL IMPLEMENTS.

The oldest born of the father of mankind was a "tiller of the ground," and Abel, his brother, was the "keeper of the sheep." After the flood, "Noah became a husbandman and planted a vineyard." Abraham, we are told, was "very rich in cattle," and Lot had "flocks and herds and tents." The munificent present of Jacob to his brother Esau, consisted of "two hundred she-goats and twenty he-goats, two hundred ewes and twenty rams, thirty milk camels with their colts, forty kine and ten bulls, twenty she-asses and ten foals." Such was the employment for ages of the kings, prophets and judges of Israel—Saul, David, Gideon, Elisha,

and the thousands whose names and memories are all forgotten. The history of Boaz, the "mighty man of wealth," and of the sweet maiden of Moab, who "gleaned in the fields after the reapers," will be remembered and wept over long after the pyramids have crumbled to decay, while the wealth and luxury of Job, after his poverty and humiliation, still glows in our imagination like the most dazzling tale of fiction. And agriculture has been a stable pursuit, for the cheering promise of Revelation has said: "While the earth remaineth, seed time and harvest, and cold and heat, and summer and winter, and day and night shall not cease." But throughout the long centuries that have gone, agriculture has lacked the aid of its handmaiden mechanic art. Its low condition may be inferred from the fact, that wherever the human family have been found, whether civilized or barbarian, it was in nearly an equal state of advancement and progress, whether on the fields of Europe, along the marshes of the Nile, among the children of the Sun, or the worshippers of Bramah. The Spanish conquerors found, on the plains of Mexico and Peru, an agriculture equal to their own, fields of waving corn which reminded them of the luxuriance of Castile, and irrigated plains of unrivaled verdure stretching from the mountains to the sands upon the shores of the Pacific.

In the first quarter of the present century, inventive genius came to the aid of manufactures. In the second quarter, commerce was the object of its especial favor. In the third quarter, agriculture has been the great recipient of its bounties. The fourth and culminating quarter, no doubt, will witness the grand perfection of all, so that the world will enter upon the Twentieth Century of the Christian Era in grander array than century ever dawned upon the globe. For what changes have we not witnessed in the last twenty-five years in the implements of agriculture and the results of labor? What wonders do we now behold upon the field, which were not foreshadowed, not even dreamed of, so short a time as a quarter of a century ago then? Well might we exclaim with the dusky Moor, were it not for that enlightened intelligence which modifies the forms of industry and directs labor into new channels, "Othello's occupation 's gone!" Nay, in a land less blessed than ours in the privileges of education and comforts of home, among a people not so gifted as our own in that aptitude which adapts itself to changed circumstances, and makes them tributary to its possessor's advantage who now so ignorant as not to see, or who so prejudiced as not to acknowledge, that these various inventions have lightened the burdens of toil and become so many instrumentalities of civilization and refinement. Agriculture, according to the census returns, affords occupation to nearly three-fourths of the inhabitants of the United States, and gives employment to more capital than all the other pursuits combined. In no other department of human industry are statistics of greater importance; and all wise governments have considered it their duty to collect them. From them we learn not only the progress of agriculture, but the advance of the republic in wealth, civilization and power. On the success of the farmer hinges the great question of cheap bread and the happiness and intelligence of the nation. If productiveness of crops can only be secured by unremitted and severe labor, we must despair of a general spread of intelligence; and if the natural

resources of the soil be not renewed our posterity must be heirs to a barren and desolate land. Farming, then, can be said to approximate perfection when great productiveness is secured without severe manual labor and without detriment to the soil, and the only means to obtain this end is explained in the use only of improved labor-saving machines, soil fertilizers and seeds of undoubted purity and worth.

In the purchase of agricultural implements, it is especially desirable that farmers do not incur more expense than what is absolutely necessary for the right management of the farm, but in no other thing will the oft-repeated assertion that the "best is the cheapest," be found more true. Farmers, however, are not the only persons interested in this matter, but country merchants who desire the prosperity of their neighborhoods, and in fact, all merchants should give it especial attention. For the benefit of all, then, we shall treat it with a view to the two practical considerations of what agricultural implements to buy and where they can be bought.

It is superfluous to remark that the plow is the implement of first importance and consideration in the trade, and among those most important for general use are the hillside plow and the sub-soil plow. Governor Randolph, the son-in-law of Thomas Jefferson, has the credit of being the inventor of the former, and the latter is said to have been invented in Scotland and first imported into this country about 1840. Be that as it may, it is gratifying to observe that the demand for plows of a heavier grade is rapidly on the increase. The ruinous plan practiced by a majority of farmers and planters, for years past, of merely scratching the surface of the ground three or four inches deep, year after year, until all the substance that could be drawn from the overtaxed soil had been carried off by its products, and some of the finest tillage lands of the country turned out as old sedge fields not worth working, while underneath lay a rich *sub-soil*, which to the thinking, progressive farmer, would prove a mine of wealth, has given way to the more enlightened system and common sense plan of feeding the hungry soil by giving it sustenance from its own bosom—the natural source from whence, with proper cultivation, it might all be drawn. Large plows are being extensively used, and many of the best farmers of our country are breaking the ground from eight to ten inches deep, with the most gratifying and profitable results. Deep plowing is now the motto, and with the present feeling, we may hope soon to see all our waste lands reclaimed and made as valuable as formerly. After the soil has been turned over by the plow, an implement is required to pulverize it and disengage from it the roots and lower stems of weeds and thoroughly intermix its component parts. This service is usually derived from the harrow, an implement nearly, or quite, as ancient as the plow, but which has not undergone as many improvements and which may yet be regarded as not only very simple, but essentially imperfect. We cannot undertake a history of the harrow, but remember to have seen it referred to by Shakespeare, who allows the ghost of Hamlet's father to "unfold a tale" to that unfortunate Prince concerning his sudden taking off that would "*harrow* up his soul." Seed sowers are the next implements needed; then follows the culti-

vator, a labor-saving contrivance that will be found exceedingly useful for stirring the earth between the rows of cotton, corn, tobacco and other crops. It is generally quite light, easily arranged and of easy draught for one horse or mule, a thorough pulverizer of the surface soil and exterminator of weeds and grass. Next in order of use come haying and harvesting implements, the most ancient of which we have any knowledge is the sickle or reaping hook. This was succeeded by the scythe and the cradle, which continue to be the principal instruments in use for the cutting of hay or grain. Both of these, however, demand great muscular action, and humane genius has been exercised for more than a century in trying to supesede them by machinery. Recently success has not only established and witnessed valuable improvements in this branch, so that amidst so many rival and conflicting claimants for popularity and preference, it is difficult to decide upon their relative merit. Of machines for threshing, the only one universally known and now in general use is the flail. Within the present century, however, a portable machine propelled by horse power, and known as the threshing machine, has met with very considerable favor. In this city, may be found, on sale, threshing machines manufactured in different parts of the country, and by different establishments, each claiming peculiar advantages.

But we might go on in an almost exhaustless sketch of the various kinds of implements offered, for all kinds are to be met with in our different warehouses, embracing in part threshing, mowing and reaping machines, improved cider mills, hay rakes, cultivators, plows, harrows, cutting boxes, farm pumps, horse powers, seed sowers, corn and cane mills, clover hullers, sugar evaporators, hay presses, cotton gins, corn planters and all the other leading improved implements needed for the successful cultivation of the land of the country. There are about twenty firms in Dallas engaged in the sale of agricultural and farm implements. These firms do an annual business of nearly $6,000,000.

BOOKS, STATIONERY, ETC.

"A sound mind in a sound body" is the classic description given us by Horace of a perfect man. We have, in preceding chapters, considered departments of trade and commerce whose grand improvements and excellencies afford sustenance for the body in all its appetites, internal and external; the present we will devote to "food for the mind." The pen of Solomon must have been dipped in prophetic fire when he wrote: "Of making many books there is no end," for the statement is fully verified in our own day. Thousands of weak brains and strong brains are gathering thoughts; thousands of slow fingers and swift fingers are penning lines that are destined to run out into lengthy manuscripts; thousands of printers are setting type; thousands of books are issuing from thousands of presses, and being borne by rapid posts to all parts of civilization; books aglow with poetic fire; books of abstruse ethics, passionless as an Arctic iceberg; books of sober truth; books of ideal fancy; books that tell of earth around and earth beneath, books that describe sublime journeys of mind through fields of space, portraying the lovely flowers that bloom forever in the paradise of God; books

of immortal wisdom and books of loathsome stupidity; books made to sell and books that never will sell; "yellow covered" stuff, trashy fiction, poisonous literature, pregnant with fierce loves and fierce hates; books wherein delineations of crime are often drawn with masterly skill, and falsehood, intrigue, theft and murder robbed of their blackness, when committed by some fascinating heroine or killingly handsome bandit. It is said that two-thirds of the books published at the present day are novels. These find purchasers in every family and readers at every fireside. Universally read, they contribute very materially to the mental elevation or degradation of the race. Does it not, then, behoove every writer, great or small, to contribute his opinion in favor of worth, and to the condemnation of that which tends to weaken the will to all purposes of good, that which vitiates the taste, perverts the judgment, arouses evil passions, and destroys all just views of life? Indeed, a little good strong English used in calling sin *sin* would frequently remove the glamour from deluded eyes and purify and ennoble. But food should not be despised because men are gluttons, nor wine because some get drunk. It is most true that novels have done much towards impairing the mental and moral strength of our people, but many, very many, of them, by adhering to elegance of style, by inculcating noble lessons of truth and by showing triumphs of virtue over vice, have done much towards advancing our race in mind and morals, have accomplished a work scarcely inferior to the ministry itself. Fictitious narratives are not evils in themselves. There is fullest authority for their use in the word of God. The beautiful fiction of the talking trees occurs in the book of Judges, and the inimitable parable of the man of Uz and his friends, in the book of Job; while the prophets, in their transcendental descriptions of the hereafter, employ ideal scenes to represent coming events; and, turning to the New Testament, it is recorded of Him who "spake as never man spoke before," that "without a parable spake He not unto them." "A parable is a moral lesson inculcated by the invention of characters which never existed; or, if they ever existed, are made to converse in forms of speech suggested entirely by the imagination." Without an invented story, Jesus seldom taught the people. The stories of Dives and Lazarus, the Pharasee and Publican, and the fifty-one other parables of Jesus, are just as much works of fiction as are the romances of Cooper and Bulwer. He discarded the dogmas of the Rabbis of Jerusalem and talked to the people in their own vernacular. Inventing stories that bore upon their everyday life, the Master brought His truths into the homes, into the business, into the habits, into the religion of his countrymen. When we go to the Bible for advice as to Christian conduct, we invariably seek one of these parables. Jesus, then, impressed by practice the sacredness of employing the unreal to represent the real. "The servant is not above the Master." That which Jesus did others may surely imitate. Those who teach morals would do well to sit at His feet and learn of Him the best way to reach the hearts of their hearers.

But we must stop this train of thought, fearing our readers will say we have wandered very far away from our legitimate duty. And yet, "what is writ is writ, would 'twere worthier." Our first proposition in this book was to exclude

nothing, come from what source it should, that could leastways advance or elucidate the subjects under discussion, and while we fully intend that "no pent-up Utica" shall contract our powers, we shall indulge a vein of excusable vanity or conceited obstinacy, "as you like it," and publish this chapter more for the information of readers than to fulfill Lord Byron's couplet—

"'Tis pleasant, sure, to see one's name in print,
A book's a book, although there's nothing in't."

Taste and judgment, then, being confined to mere professional critics, but characterizing at least one-half of the reading public, we think the history of letters, the peculiarities of authors, and the *modus operandi* of book making must prove interesting to a large class of persons. We present, then, some facts independent of the local trade gathered together by very considerable labor, but following Freedley's style in most of our notes.

HISTORY OF LETTERS.

It is a strange and yet a well-authenticated fact, that there is no continuous narrative extant of the rise and advancement of writing, learning and authorship, and yet these have molded thought and delighted and refined man for centuries. Writing was an art of exceedingly slow growth. At first it was pictorial, then modified according to necessity, for as records became voluminous, the scribes were obliged to abridge the representations. The transition from pictures to signs of sounds was very gradual. This is confirmed by travelers of all ages, and we find that pictorial writing or hieroglyphics, is peculiar to all tribes in a savage or semi-civilized state. The Egyptians carried this art to great perfection and reduced it to a complete system, and hence they are generally, but erroneously, supposed to have been the inventors of letters. So obscure is the history of this noble science, that many learned men have recorded their belief in its divine origin, asserting that God communicated it to Moses; and Plato, Diadorus, Siculus, and even the great Cicero, were of the opinion that letters emanated from the gods. We can smile at these conjectures, and yet not be surprised at their existence. Aristotle was in advance of his contemporaries in more than one of his views, and he shrewdly tells us that the alphabet was invented to record sounds. "Letters," says he, "are marks of words, and as words are sounds, significant letters are marks of such sounds." He was correct, and the originators of the system were of his opinion. But to carry this no further, it may be said with confidence that the Phoenicians are entitled to the honor of inventing letters, and to them we owe the imperishable and invaluable art.

Books were known to the ancients, but in their form and character they bore no resemblance to ours. Authorship appears to have been as slow in its growth as the development of letters, and the difficulties that beset writers were such as we never can realize. Several kinds of materials have been used to make books at different times, not known in the trade now. Plates of lead and copper, the bark of trees, bricks, stone and wood, were the substances formerly employed to engrave such things upon, as men were willing to have transmitted to posterity. Josephus speaks of two columns, one of wood, the other of stone, on which the children of

Seth wrote their inventions and astronomical discoveries. Hesiod's works were originally written on tablets of lead, the ten commandments delivered to Moses were on stone, and the laws of Solon were inscribed on planks of wood. Tables of wood, box and ivory were common among the ancients, but when of wood they were latterly covered with wax, and the letters traced in the soft of the coating so as to be easily obliterated. The leaves of the palm were afterwards used instead of planks, and also the finest and thinnest parts of the barks of such trees as the lime, the ash, the maple, and the elm ; whence comes *liber*, which literally signifies the bark of a tree. These were rolled up in order to be removed with ease, and hence called volumen—a volume—a name now used to designate a book. The tilia or phillyrea, was also used, and Egyptian papyrus, out of which a paper was made. By degrees wax was used, then leather, especially the skins of goats and sheep, of which at length parchment was produced. The first books were in the form of blocks and tablets ; but when flexible matter came into use it was found, convenient to make books into rolls, which were composed of several sheets fastened to each other and rolled on a stick, the whole forming a cylindrical column, with a handle at one end. The title was stuck on the outside, and the volume, when extended, might be a yard in width and fifty in length. The square form so common now, was known to the ancients, but not much used. Notwithstanding the immense labor required to produce a book in those early days, we are told that the library at Alexandria supplied the four thousand baths of that city with fuel for six months, the volumes having been thus destroyed by order of Caliph Omar, A. D. 642.

Having thus traced the history of letters to a time when literature was established upon an endurable basis, our object shall now be to sketch the history and condition of the book trade as at present conducted. The trade comprises three important classes of persons, all of whom are essential to its successful prosecution. These are

AUTHORS, BOOK MANUFACTURERS AND BOOKSELLERS.

I. *Authors.*—The author is properly placed at the head of the list, as he is first in importance, first in fame, and first "in the hearts of his countrymen." What a host of undying names throng the memory at the sound of the word! In ancient times we recall Homer, the sun-bright intellect ; Plutarch, the unrivalled biographer ; Tacitus, the prince of historians; and in latter days Shakespeare, the monarch of all, and in his train follows a retinue whose names and words are as deathless as the stars.

Authorship, as a profession, cannot be said to have taken root in England until the days of "Good Queen Bess." A stern, healthy system of thought characterizes the writers of her day, and probably no age produced so many talented men, or gave birth to so many books that are truly valuable. But, alas! if we examine the private lives of those whose works we venerate, how little happiness, how much misery, irritability, extreme sensitiveness, indifference to money, and unfitness for business, have been the bane and characteristics of nearly all. Disraeli has writ-

ten a volume on the peculiarities and calamities of celebrated authors, and the record is a sad one. There is Dr. Johnson, the literary giant, walking many a night with Savage, the poet, around St. James' Square, for want of the means to obtain a bed; or dining at his publisher's, separated from the rest of the company by a screen, to hide his shabby appearance. There is Goldsmith, pawning his coat for bread. There are Spencer, Butler, and Boyce, starving to death, and Chatterton, committing suicide at an early age, after being four days without food. If we go back to an earlier period, we find that Sophocles, the poet, was brought to trial by his children as a lunatic; Socrates, the sage, was put to death as a corrupter of youth; Plato, accused of lying, avarice, robbery, incontinence and impiety; Bacon, the Oxford Monk, inventor of the telescope, etc., abhorred as a magician; Virgilius, the Bishop of Saltzburg, burned for having written that Antipodes existed; Galileo, imprisoned and compelled to disavow his sentiments; Cornelius Agrippa, obliged to fly his country for having displayed a few philosophical instruments; Petrarch, continually in danger of his life from the priests; and Descartes, horribly persecuted in Holland, and threatened with the stake by Voetius, the bigot. In short, authorship, it seems, in all ages, has appeared a sort of martyrdom, and the gloating bigots of ignorance can boast of as many victims as the fires of persecution ever sacrificed Christians.

Fortune has rarely consented to become the companion of genius. Modern literature furnishes some sad examples of this fact, and the past is not destitute of instances. Xylander sold his notes on Don Cassius, for a dinner; Cervantes, the author of "Don Quixote," wanted bread; Cameons, the great epic poet of Portugal, perished in the streets; Tasso was so poor that he was obliged to borrow a crown to subsist on for a week; Ariosto was in extreme poverty; Du Ryer, a French poet of celebrity, wrote for 100 sous the hundred lines; Corneille died wanting a little sustaining broth; Dryden sold ten thousand verses to Towson for less than $500; Stowe, the entertaining chronicler of London, quitted the tailor's board to devote himself to letters, but was glad to go back to the shears; Rushworth, the author of "Historical Collections," died in jail; Bunyan wrote his great work in prison, while supporting himself and family by making stay-laces; Savage sold his "Wanderer" for £10, and Milton disposed of his immortal poem for the same sum, being too poor to undertake the printing himself; De Foe, the author of "Robinson Crusoe," was often in prison, and wrote his "Jure Divino" in Newgate; Paulo Burghese, an Italian poet, almost as good as Tasso, knew fourteen different trades, and yet died because he could not get employment in any of them; Bacon, the "wisest, greatest, meanest of mankind," lived a life of poverty and distress; Sir Walter Raleigh died on the scaffold; and Spenser, "charming Spenser," died forsaken and in want. And to the long list of the gaunt victims of starvation and neglect may be added Otway, Collins, Fielding, and last, tho' not least, the blind old poet of "Scio's Rocky Isle," the immortal author of the Iliad.

We are happy, however, to be able to turn to a brighter page. Within the last century the profits of successful authorship have certainly improved, and in some instances the pay has been munificent. But, unfortunately, saving habits do not

appear to belong to literary men. They, as a class, seem to be reckless in expenditure, and regardless of consequences. Improvidence is their besetting sin, and when fortune favors them, they too often squander her gems most lavishly, and die in poverty. Sir Walter Scott, at one time, was in receipt of $60,000 per annum for the sale of his works, and yet he died a bankrupt. Dickens' annual income, just previous to his death, was estimated at $100,000, but few of us remember that, only a few years before, he was compelled to fly to the Continent to escape the too urgent demands of his wine merchant.

In the infancy of English authorship it was the custom of writers to publish by subscription, but this begging plan rarely afforded much return. The system of dedicating works to great people was also much in use, being a polite way of handing a man down to posterity for the sake of a little present aid; and many of the "favored gentilitie" figured nowhere else than on dedicatory leaves, and are entitled to their authors for what little renown they may have. This habit, however, has been long discontinued, as a rule, and works come forth under different and, perhaps, less groveling auspices.

To illustrate the increased profits of authorship within the last century, we give a few instances: Gay received $2,000 for the "Beggar's Opera," and $5,000 for his poems. Broome, the translator of the Odyssey got $3,000 for that work. Fenton was paid $1,500 for four books of the same poem. Pope received $1,000 for editing an edition of Shakespeare. Thomas Halcroft was paid $6,000 for his translation for the king of Prussia's works. Colman, the elder, got $1,500 for the "Poor Gentleman," and "Who Wants a Guinea." Theodore Hook's "Sayings and Doings" yielded him $15,000, and $3,000 were paid him for "Births, Marriages and Deaths." In addition to these very large sums he received $2,000 a year as editor of Colburn's "*New Monthly*." James Smith got $5,000 for four plays from C. Mathews for his entertainments, and Murray, the publisher, paid Lord Byron, for a part of his works £15,455 or about $77,200. Tom Moore was quite as liberally paid, having received $15,000 from the Longmans for "Lalla Rookh," and nearly as much from Murray for his "Life and Letters of Lord Byron." This publisher is said to have given $10,000 for Washington Irving's "Columbus," and Cooper's novels paid him handsomely. Prescott, the historian, Longfellow, the poet, Augusta Evans and some other American authors have made money by their works, but the majority have not. In fact, it will be found, on close investigation, that but few authors reap either money or fame. Compared with other professions, the successful ones are astonishingly scarce. The examples of fortune given are extreme cases, and it must be remembered that, of the millions—and there have been millions—who have made authorship a calling, there are some hundreds only, or at best thousands, who are distinguished or widely known. When writers were not numerous and readers rare, the successful author fell into oblivion much sooner than now.

With the advance in pecuniary compensation, and the increase of intelligence among the people, the profession has, however, proportionately risen in favor. Authorship is now honored in all lands. The fame of her writers is the fame of

a nation. The author who leaves on record the impress of a powerful mind, never dies. From the grave he holds silent converse with his race for good or for evil, often effecting as much by the sentiments he inspires in us as by the ideas he expresses.

Among the thousands who have devoted themselves to literature within the last few years, there is a class of growing importance called *compilers*. Their calling is to delve among musty folios and obscure manuscripts, and, by consulting, transcribing and investigating the works of old and sacred authors, thus reveal to light in a new dress forgotten but valuable works. The treasures of knowledge revealed to them obtain a wider circulation by this manner of publication, and those toilers through old volumes are not plagiarists, but belong to a race of authors whose books have the charm of originality, while at the same time they put into the hands of the people works before known only to the wealthy, to vast libraries or to that class of bibliomanists whose enormous heaps of books, collected without intelligent curiosity, were properly called the "mad-houses of the human mind," or "tombs of books."

II. *Printing.*—Printing from the *movable* types is now generally conceded to have been the invention of John Guttenburg, or Guttemburg, as it is sometimes written, a native and citizen of Mayence or Mentz. This event took place in 1438; and although there has been much controversy on the subject, and the honor has been claimed for others, it is now allowed that the credit belongs to John Guttenberg, originator, John Faust, patron and encourager, and Peter Schoeffer, improver of the art. The Chinese undoubtedly practiced printing from *solid* blocks as early as the 930th year of the Christian era, and with the lights we now possess we are satisfied that this art was brought to Europe by the Venetians, for we find that *playing* cards were so produced from solid blocks at Nuremburg, in 1441, and even before that period at Venice. The mystery of movable types was a secret until 1462, when, at the sacking of Mentz by Archbishop Adolphus, the workmen were dispersed and the art publicly divulged. When once revealed the invention spread rapidly, not only in Central and Northern Europe, but throughout the world. The original printers had brought their art to wonderful perfection, and many of the books printed by Guttenburg, Faust and Schoeffer, in respect to beauty, style and accuracy, greatly surpass many works in our day. The great variety and symmetry of the types are matters of astonishment to modern printers, some of the fonts being equal to our latest designs.

Types are pieces of metal, as almost every reader knows, each containing a separate letter, which, by being arranged into words can be subjected to pressure, and, by the aid of ink, leave on paper a *fac simile* of their surface. They are, in fact, letters, and the printer uses them in what is called composition, or type setting, just as the writer, when he spells, uses the letters of the alphabet with which his memory is stored. This arrangement was a masterly scheme, and the first printers stand forth as intellectual giants, when we reflect that they almost perfected the system of cutting, moulding, casting and setting types in a very few years, at farthest not more than six.

William Caxton was the first to introduce the art in England, his first effort being in 1471, during the reign of Edward IV. Caxton learned the secret while on a visit to Cologne the year previous, where he printed a book entitled, "The Recule of the History of Troy." His first English production was entitled the "Game and Play of Chess," interspersed with wood cuts, which would appear uncouth enough to us, but were at the time considered as admirable specimens of printing. So rapid was the knowledge of printing, as practiced by Europeans, spread, that presses were established in China, the Phillipine Islands, the Azores, Ceylon, Armenia, Macedonia, Iceland, North America and even Japan, more than two and a half centuries ago. The art of typography was exercised in Mexico before it was in Ireland, and in Peru as early as 1570. It had been carried to Mexico in 1566, about three-quarters of a century before it was practiced in "these American Colonies." The first book printed in the United States was the "Bay Psalter Book," published at Cambridge, Mass., 1640. It enjoyed a wider and more lasting reputation abroad, than any American work since, having gone through *seventy* editions, the last appearing in 1759. The first Bible printed in America, was the famous Indian Bible, of Eliot the Apostle. Fifteen hundred copies were printed, but they are quite rare and valuable, the Indians who spoke the language being extinct, and the language unknown. This work was executed in 1663. In 1686 or 1687, William Bradford, a native of Leicester, Eng., set up a press near Philadelphia, his being the second in the British North American Colonies. Benjamin Franklin was a rival of one Bradford, probably a son of the above, and finally superseded him in the business in that city.

There are still many more facts of interest connected with the progress of printing in the United States that we would make use of but for fear of being considered too voluminous, or rather through fear of being charged with touching upon subjects that are not strictly local. The progress of improvement in the mechanical construction of the printing press, history proves us to have been as tardy as that of the "art preservative of all arts" itself. The printing machines years ago were of the rudest description. The earliest were something on the order of the cheese press, with a contrivance for running the form of types under the screw after the ink was applied. This mode was extremely slow, and yet the press was not much improved on until the middle of the last century. A Dutch mechanic, named Blaew, was the first to introduce any marked improvement, and after him came Clymer, the American, with his highly ornamented "Columbian," a press at this day more generally used in England than any other worked by hand, whereas it is almost unknown to the rising generation of printers in the United States. The earliest presses were made of wood, and worked by hand. The latest are grand inventions and bear but little, if any, resemblance to their predecessors. Ten tokens or about twenty-five hundred impressions, was a good day's work on a hand press for two men forty years ago, now a single Adams or Cottrill power-press turns off that number in an hour, the sheets oftentimes being four times as large as those printed on the hand-press. And for rapidity, Hoe's grand ten-cylinder, a ponderous machine for newspaper printing, capable of executing 12,000 to 20,000 an hour,

was thought to be the acme of perfection, but even it has given place to the Bullock which from an endless roll of paper, feeds, prints, cuts and counts 20,000 newspapers per hour on both sides, and almost endowed with intelligence, stands before all competitors suited to the purpose for which it was expressly designed.

The general processes of printing are nearly the same in all offices, and the art of composition or "type-setting," as it is familiarly yclept by members of the craft, needs no supererogating description at our hands. The typography of different printers, however, is almost as marked as their countenances, and seems to be distinguished as readily by close observers familiar with the style. We may say, then, in general, that the printing houses of Dallas are well stocked with plain and ornamental type, and an abundance of other facilities known only to modern printing offices of the most complete description. These are well capable of executing all orders in book and magazine printing, while their job work embraces all kinds of plain and fancy typography, etc.

III. Booksellers.—Our task will be completed with some brief mention of the bookselling establishments of the city. We may say, then, in their favor, that the character and standing of these houses is well and favorably known throughout this section, and their enterprise and liberality to the trade has kept abreast of our great advancement. The shelves of our dealers are at all times replete with the latest and best published works, from the most ephemeral to the most substantial, and embracing an almost inconceivable collection of differently-priced and differently-bound and executed styles, from the finest workmanship to the commonest, or from the plainest and cheapest paper-back Primer to the costliest Bible done in antique morocco, illustrated, and with gilt edges. Full assortments of law, medical, theological, school, statistical and miscellaneous works, printed in English, German, French, Italian and Spanish, as well as complete editions of the works of ancient Greek, Latin and Hebrew writers, both in the original and translated print, in fact, everything that can be obtained in Eastern cities, is kept constantly on hand, or is soon procured on order. They have also accumulated a vast stock of office, counting-room, schoolroom and fancy stationery, blank-books and articles of kindred character. Dallas dealers are giving strictly Eastern prices, so that it is evident that retail purchasers, as well as teachers of schools, seminaries and colleges, will find it to their remunerative advantage to at least call and examine the stocks and prices offered in Dallas, before purchasing elsewhere. The trade is fairly on the increase, and before many seasons the fortunes as well as the fame of our booksellers will be of most enviable standard. The annual trade in this branch will reach $135,000.

MISCELLANEOUS.

It is impossible to review, separately, all of the various lines of trade represented in the city, by reason of the disadvantages arising from the combining of several lines in one house and the mingling of the wholesale and retail operations, and yet there is no branch that is found at any wholesale center in the country, but what is vigorously prosecuted here. In the line of furniture, carpets, and

kindred goods, no city in the South can boast of stocks superior in style, variety, durability, finish and price. Some of the dealers do a business of near $100,000 per annum, and enjoy a trade from all the surrounding States.

Paints, oils, sash, doors and blinds, and builders' supplies generally—hardware included—are in some instances carried collectively by dealers. Drug dealers also handle paints, oils and other supplies of like character. But in all these lines, trade is active and pushed with the most commendable zeal and enterprise by the dealers.

Music and musical instruments, jewelry, watches, etc., are well represented by energetic, pushing business houses, which prove that they are fully up to the requirements of the progressive age, by the superior character of goods handled, displaying the choicest lines that can be secured in the great marts of the world.

In short, Dallas, as a wholesale market, possesses excellent advantages for the buyer, and is yearly improving. No city in the South presents superior inducements to trade capital, for unquestionably the city is destined in the future to be one of the most prominent interior wholesale centers in the Southern States. It has all the necessary elements to make it such. In the center of what is most assuredly the future great State of the South, with a most promising outlook as a manufacturing center itself, with numerous and extensive facilities for transportation, and surrounded by an immense country, which can be almost entirely controlled from this point, Dallas only requires an augmentation of capital to make it in a few years the boast and pride of the Southland.

THE RETAIL TRADE.

From the character of the circumstances under which the retail trade, as a general rule, is conducted in Dallas—and which has been duly explained—a detailed statement or analysis of its various lines and divisions will not be expected by the readers of this work, nor is there any necessity for it. Any business man of ordinary intelligence can, with the general mass of information contained in these pages spread before him, readily estimate with tolerable accuracy the value of the retail trade, and perceive the important inducements held out by the city to those desirous to establish a retail business of any description. Every line of business, common to a live, progressive, mercantile and manufacturing point, is represented here, and represented in a manner eminently worthy of the magnificent attractions which have drawn them hither. Whether in the amount of stock carried, the character of goods, or the variety constantly kept on hand, no city in the Union, of equal population, surpasses Dallas. As a class, the retail merchants are distinguished as live, energetic business men, courteous and accommodating, and thoroughly reliable in all dealings with the public. And they are not less worthy of special mention for their enterprise in keeping in the very front rank of trade in their own lines, than for the public spirit they always manifest in warmly and earnestly seconding every movement designed to advance the general business and material interests of the city at large. To the progressive retail merchants, as much as to any other class of its citizens, does Dallas owe, not only the many public im-

provements that now honor and adorn the city, but many of the most important public enterprises that had the effect to draw trade here from a distance, such as railroads, etc., and to which public spirited works the proud distinction of the Queen City is in the main largely to be ascribed.

Inasmuch, however, as Dallas is rapidly increasing in population and wealth, and developing its magnificent advantages for commerce and manufactures, there is perhaps no point in the entire South, where real live business men can find better openings in either wholesale or retail trade lines than here. No branch of business seems to be overdone, from the fact that *all* are found to be in an eminently prosperous condition. Merchants abroad, contemplating a change of location, will certainly consult their own interest by inspecting the field here, and seeing for themselves the advantages it possesses, and availing themselves of the general invitation thus extended; they may rest assured of being cordially received by the business men of every class and the entire public, for no other city in the South more fully appreciates the truth conveyed in the words, "There is room enough for all."

THE MANUFACTURES OF DALLAS.

That Dallas is eminently qualified to become a great manufacturing center, has been clearly demonstrated by the review of the advantages it possesses in raw materials—the abundance, the variety and the contiguity of supply. While several important factors are admitted to be absolutely necessary in establishing a center for manufactures, precedence must be given to the proximity of raw material. Possessed of this advantage, the remaining element necessary to make manufacturing industries lucrative, can readily be acquired by genuine enterprise, practical knowledge, and capital.

COTTON-SEED OIL MANUFACTURES.

This is comparatively a new industry which has been developed since the war, and the numerous advantages which have accrued to mankind therefrom, are still more forcible evidence of the grand wealth of benefits which nature has chosen to shower upon this world through the medium of the prolific cotton plant. The latest discoveries of the useful properties contained in it, also suggest to scientific minds the strong probability that the possibilities of this rare product are by no means exhausted, consequently still more surprising developments of its capabilities may be looked for.

The mass of intelligent readers are pretty thoroughly acquainted with the nature of the purposes to which cotton seed have in recent years been put, but for the enlightenment of any who may not have had the opportunity to post themselves on the subject, we will briefly state the useful properties that the world is enjoying partly through the energetic enterprise of the Dallas cotton-seed oil mills.

The seed after being hulled are ground into meal and put through a steaming process, and then subjected to the pressure of powerful machinery, which produces a crude oil. This is refined and used for a multitude of purposes. Purified by chemicals it is called "white oil", valued as an illuminating agent under any cir-

cumstances, and especially in mines where it remains in a liquid state at a much lower temperature than will lard oil. It is also valuable for its lubricating properties and is extensively used for such purposes.

Cleansed with soda it is designated cotton-butter oil, or olive butter in Northern markets. It is used extensively for cooking purposes, is cheaper than lard and being equally as pure, is used in the adulteration of lard. It is used for preserving sardines, and in salad dressing under its legitimate name and title, and, also, after its return from a European tour during which absence from its native clime it gets into attractive made bottles embellished with pretty labels which indicate the contents to be "pure olive oil."

The meal after the oil is expressed is worth $20 per ton as stock-feed, and is also converted into fertilizing substances. The refuse from purifying the oil is valuable as soap-stock, while the hulls make excellent fuel, and from its ashes a first-rate quality of potash is made.

Such in brief are the benefits going out to the world from this invaluable industry, in which there is one company engaged in this city, the statistics of which were not obtainable.

FLOUR AND GRIST MILLS.

The fact that Texas is fast becoming a great wheat growing State, also that the quality of the wheat grown in this State ranks equal to any grown in the North or West, it is not strange that Dallas should aspire to fame as a grinder of wheat. There are two mills in this city. This most laudable enterprise is a striking illustration of the favorable advantages for manufactures in general at this point, and shows also that there is the true spirit of progression in the city, which, appreciating its powers, is determined to develop them to the highest conditions of usefulness. The mills, which are capable of turning out 350 barrels of flour per day, are conducted upon the most improved system for reducing the grain to flour, having adopted the roller process and being provided with the latest approved appliances for producing the highest standard of goods. No better evidence is required of the superior qualities of the flour manufactured by Dallas mills than is furnished by the popularity of the product turned out and which is constantly growing as shown by the trade, having reached to over half a million dollars last year. The grist mills of the city are equally as prosperous and are rapidly assuming the front rank in this important line of industry in the South by the excellence of goods turned out, and which in every respect competes with Western products.

ICE MANUFACTURING.

To procure and keep natural formed ice in the South is attended by such grave difficulties as to make the business extremely hazardous and one in which there is but little inducement for capital to embark, from the fact that however necessary it may be to the human family, its cost has made it a luxury that the masses could not afford. As a consequence the profits so illy recompensed the outlay in handling that until within very recent years what little business there was in this line in the South was confined to a very few hands, and those few not infrequently

were in despair over the heavy losses through wastage, and falling off in consumption by necessitated increase of prices. Under the stress of circumstances, however, modern ingenuity has made a radical change in those disagreeable features, and now the entire South can enjoy the whole year round the luxury of *pure* ice in abundance, and ice even cheaper than—as a rule—can be furnished to consumers in the North. And to such a high state of perfection has the manufacture of ice by chemical process been brought that, notwithstanding it may still be said to be in its infancy, the artificial article will upon its merits alone compete so successfully with the natural product that it will eventually prove a formidable rival in the coldest climates, while in the South its supremacy has been thoroughly established since, we might truthfully say, the first hour of its inception. The manufacture of the article has been successfully carried on in this city for several years, the company having so popularized its product by improving its excellence of purity to the highest standard, and its cost to the lowest minimum as to be compelled to annually enlarge its capacity.

SOAP MANUFACTURING.

Another remarkable evidence of the broad-gauge character of Dallas' advantages for manufactures, is to be seen in the extensive soap works established here, and which rank among the very largest in the South, and among the most thoroughly appointed in improved facilities for manufacturing first-class goods in the country. The output of these works now aggregates about two million pounds per annum, embracing every grade of soap from standard laundry to the most superior quality for toilet use. The assertion that these works can compete with and even discount Northern manufacturers is certainly attested to by the popularity of the goods turned out and the increasing prosperity of the trade.

BRICK MANUFACTURING.

The manufacture of brick is an industry of very recent establishment in Dallas, the supply of such building material having been imported principally from the North. But the clay suitable for making brick, which cannot possibly be excelled in quality, is in abundance in the vicinity of this city, and the rapid progression of late years has developed the energy and enterprise for utilizing this raw stuff and building up an industry which is creditable and profitable to those engaged in it, and of incalculable benefit to the city. There is now no necessity for sending abroad for brick of *any* description, as every grade of building brick, from common to the most elaborate ornamental make, and also the most excellent qualities of fire brick, can be and are made here at home, by the most improved methods known to the craft, and by the assistance of the most skillful labor that is procurable. Moreover the supply of raw material is inexhaustible, and therefore, the supply of the finished product can be increased to meet the demands of all future time. Already has the superiority of Dallas-made brick extended throughout this State, Mississippi, Georgia and Florida, bring-

ing prosperity to the manufacturers, and the growth of the trade is of such a rapid nature as to well indicate its future greatness and encourage capital to seek this point for investment in like industrial pursuits.

WOOD-WORKING ESTABLISHMENTS.

Under this general heading we embrace all manufacturers and workers in wood, including carpentering and building. It covers a host of industries, which as a mass, are thriving enterprises, conducted with such energy and skill and are surrounded by such promising circumstances, as to readily indicate to an observer that there is a future filled with the brightest prosperity for these industrious and persevering workers. Under this head we have ten cabinet-makers, two cooper shops, one barrel factory, and a wooden-ware factory. While all are worthy of the highest praise as honorable and useful lines, which have been developed by indefatigable industry to a condition in which the success is commensurate with the amount of labor and capital invested, they still are entitled to nothing more than mediocre distinction.

From a first glance at this condition of things one is disposed to think it strange that it should be so, with the wealth of advantages at this point for establishing and maintaining with the highest possible success an almost innumerable array of wood manufacturing interests, which should compare in vastness of operations with any in the country. A little reflection, however, soon dispels such thoughts. Dallas has not yet reached the state of perfection by any means. It is only just now in the first stages of development. It is only of late years that its own people have begun to realize the true extent of its advantages and powers. These grand opportunities, these mighty levers which will eventually uplift the city to its destined position among the most exalted, cannot be seized upon and made to wield their mightiest efforts in a space of time which, comparatively, is no greater than the breadth of the human hand. All the circumstances necessary to insure a proper development must first be made favorable for perfect action, and to accomplish this alone requires much time and constant labor. It is upon this part of the work that the people of Dallas are now industriously engaged. They are putting in, so to speak, the substructure of the grand fabric they intend to rear. They are mindful of the important fact that if this foundation be strong and perfect, the work of elevating the superstructure in all the completeness of design and fullness of architectural beauty, will be a light and much more agreeable task.

THE POSSIBILITIES OF THE FUTURE

for manufactures in Dallas are indeed eminently grand. Every class can and will be made to flourish. The advantages are not for the few, but for the *many*, without distinction of kind. The opportunities are unsurpassed, and capital seeking investment can find no point that will guarantee a higher percentage of dividends than the Queen City of Texas. We will enumerate just a few manufactur-

ing lines in which capital could be safely and profitably employed in Dallas today, upon an extensive scale.

Wood-working concerns of every description—furniture factories, box factories, carriage and wagon manufactories, wood novelty works, sash, blind and door factories, and many others that would readily suggest themselves to a person conversant with the resources of wood as a material of manufacture. In miscellaneous manufacture, the host is innumerable, for instance, boot and shoe manufactory, clothing manufactory, tannery, bagging factory, bag factory, paper box factory, paper mill, pottery and porcelain ware making—but enough. The opportunities are here. The resources are here. The capital is *wanted* here. There is a broad and open spirit controlling the city, which has opened wide its portals to the progressive capitalists and the skilled mechanics of all climes, cordially inviting them to come and partake of Texas' storehouse of riches. This generous bidding has not been made for an especial occasion. It is a carte-blanche that may be taken advantage of at any time, with an assurance of meeting a hearty welcome. And it is pleasing to note that its liberal tone has inspired so many with confidence, but what is still more satisfying is the fact that every new factor which becomes incorporated with the local autonomy, zealously enters into the work of advancing Dallas' interests. The effect of this is so positively beneficial to the city, that none would dare question the wisdom of the methods employed to bring it about. Every new shop or factory brings new people, who are tenants for new houses and customers of new merchants, who in turn demand new stores. Are there any who would have it otherwise? On manufactories alone depend everything, and to properly and fully develop them more new men are wanted, new capital must be enlisted, and new energy be gathered within the city's gates. This cannot be more effectually accomplished than by going to the outside world, and showing what *has* been done and what *can* be done.

CONCLUSIONS.

In our brief review of Dallas as a center for commerce and manufactures, we have endeavored to demonstrate its advantages in every respect, showing not only what can be done, but what has been accomplished by the pioneers, in order to pave the way for others. We have seen the character of the work done, and know that from its proportions it must be immensely valuable, financially speaking. For various reasons we have been able to fix the sum total for every branch of trade in this city. In some departments we were unable to obtain the desired information unless it were founded on surmises of the vaguest nature, for the man has yet to be born, and, besides, be vouchsafed prying qualities and inquisitiveness supernatural, to enable him to form any correct idea of trades, where large dealers have a horror of tax-gatherers, and small dealers a *penchant* for making their business appear as large as possible, and oftentimes swelling their volumes beyond such reason that even a newspaper reporter would be put to blush. However, after laborious and painstaking examination, we present below a statement, the result partly of our own conclusions, partly on information furnished by merchants and manufacturers as

to their own business, and partly from a mean of estimates of those having some knowledge as to the business of reticent firms:

Wholesale and Jobbing Trade	$15,000,000
Manufactures	6,000,000
Cotton (estimated)	2,000,000
Retail Trade	3,000,000
Commission, except import	1,580,000
Total	$27,580,000

If to the above figures be added the transactions in real estate, operations of builders, and the many branches of business not ascertainable it will advance the total annual business conducted in Dallas to nearly

THIRTY MILLION OF DOLLARS.

In view of this result, a result as unexpected by the writer as it will probably be surprising to the reader, a result in which the constituents are given with such particularity as to enable any one of ordinary intelligence, who doubts its correctness, to test the general accuracy thereof by personal investigation, in view of this result then, may we not truthfully assert that Dallas is already a great commercial and manufacturing city.

THE

UNITED STATES MILLER,

E. HARRISON CAWKER, PUBLISHER,

MILWAUKEE, WIS.

THE UNITED STATES MILLER is a paper published in the interest of the Flour and Grain Trade, which has been established nine years, and is recognized as an authority on Flour Milling matters throughout the world. It reaches every Flour Mill, great and small, and every mill-furnishing establishment in the United States and Canada.

It is on file with Secretaries of American and European Boards of Trade, and United States Consuls everywhere.

Address, UNITED STATES MILLER,

MILWAUKEE, WIS.

REPRESENTATIVE HOUSES.

C. E. MOMAND & BRO.—Grocers, 1102, 1104 and 1106 Elm Street.

Probably no city on the continent offers more inducements than Dallas to the man of nerve and enterprise who desires to go into business with small capital. Remarkable instances of great growth and increase in business have occurred in the city, but we do not know of a more startling instance than that of the house whose name heads this article. These gentlemen began business here three years ago on a capital of $1,000. To-day they carry a stock valued at $8,000, and their sales aggregate $80,000 annually. Besides the great increase shown in these figures, they have also established a branch house at Decatur, with a stock worth $8,000 and which does $75,000 worth of business annually. This seems almost incredible, but it is easily accounted for. These gentlemen, when they went into business here, were experienced men, having been engaged in the grocery trade for many years. It took them but a short time to find out that the people of Dallas were quick to recognize and appreciate enterprise, and always willing to support it. They therefore made a study of the wants of the people and went to work to procure the goods that would meet and satisfy those wants. They bought the best brands of goods known to the market, they put their money only in articles that they knew would sell, and did not pack their shelves with a lot of things to grow stale and be sold at a sacrifice. They brought many articles to the city which had not been kept by the old-line grocers, and the consequence was that people soon began going to them for things they could not get elsewhere, and finding there such attractions in the way of fine goods, low prices and variety, they concluded that this was the place they had been looking for, and so staid. The Messrs. Momand keep the best brands of teas, coffees, sugars, syrups, spices, dried and canned goods that can be procured in any market, and sell them at the lowest prices. They employ ample help and each and all customers receive the utmost kindness and courtesy. They occupy a room which covers an area of 60x75 feet, is well located and conveniently arranged for their business. Honest, reliable and progressive in all their business undertakings, courteous, affable and polite in their manners, these gentlemen have succeeded on their merits alone, and are well entitled to the creditable and lucrative business which they now enjoy. It gives us pleasure to recommend so worthy an establishment to the confidence of our readers.

W. H. ABRAMS—Land Commissioner of The Texas Pacific Railway Co., 411 Main Street.

Coming within the scope of a volume such as this, covering the salient points of commercial and industrial interest of a city of such rapid growth as Dallas, there is no kind of business of so much general interest to the public, and upon

which so much of the prosperity of the city depends, as that of the real estate agent. The tide of immigration is set towards this city and section from the East, and thousands are coming here annually to find homes for their families and a field for their capital or their skill and industry, whichever it may be, upon which they depend for sustenance and support. That section of country which has the greatest inducements to offer will get the largest share of the settlers, and will prosper and build up accordingly, and the exponent of the city or section in holding out these inducements is the real estate agent; the man who makes it his business to let the outside world know the advantages which he can offer in the way of cheap and good lands, etc. Prominent among the many enterprising land agents of Dallas, who have aided in great degree in bringing immigrants to the city and State, is W. H. Abrams, land commissioner Texas Pacific Railway. Mr. Abrams has control of a large quantity of land, embracing some of the finest farming and grazing lands in the State of Texas, which he sells at remarkably low prices and on terms to suit the purchasers. He controls land in the following counties, in the quantities stated: Bowie 21,575, Red River 6,456, Lamar 795, Collin 89, Denton 2,663, Wise 959, Tarrant 625, Van Zandt 1,686, Rains 2,452, Parker 7,960, Palo Pinto 2,338, Jack 1,280, Stephens 18,535, Baylor 2,040, Callahan 48,589, Taylor 27,850, Jones 11,576, Dimmitt 14,720, Edwards 10,180, Crockett 4,540, Nolan 50,040, Fisher 20,908, Stonewall 6,260, Mitchell 81,163, Scurry 5,106, Kent 1,965, Howard 196,061, Wilbarger 13,320, Borden 170,089, Martin 196,552, Dawson 106,176, Andrews 42,373, Tom Green 1,106,411, Pecos 553,150, Presidio 368,114, El Paso 1,303,380, Clay 14,080, Cooke 1,280, Brown 3,180, Eastland 3,640, Comanche 380. The title to all these lands is perfect, having come by patent from the State of Texas to the Texas Pacific Railway, and there is no possible litigation for purchasers to fear. Mr. Abrams is a wide-awake, active, energetic man, honest, upright and liberal in business, pleasant, affable and courteous in manner, a man with whom it is a pleasure to have any business transaction. Send to him for maps, circulars and price lists.

DALLAS WIRE WORKS—H. Holdersbach, Manufacturer of Plain and Ornamental Wire and Iron Work, 945 Elm Street.

Among the many industrial and manufacturing establishments of the city, there is none of more general merit, or of greater interest to the community, than the one mentioned above. Although only having been in business here since August, 1884, still, such was the demand for a manufacturing establishment of that character, and such the excellence of the wares manufactured, that already this establishment occupies a leading place among the manufacturing institutions of Dallas. The building occupied is a two-story brick, 25x45 feet in size, and fitted up with all the necessary machinery and conveniences for manufacturing wire of all kinds, of the best grade and at the lowest price. This house will make to order, in the most approved style and of the best material, plain or ornamental wire and iron work of any description for gardens, parks, parlors, stores, churches, cemeteries, banks, markets, butcher shops, stables, hot-houses and other purposes,

such as frames, summer houses, arbors, arches, trellises, bordering, fencing, railing, tree guards, chairs, settees, flower stands, baskets, store fixtures, brackets, milliners' stands, wire figures, crosses, anchors, wreaths, house guards, sponge baskets, window guards, fenders, spark guards, wire shutters and gates, office and bar railing, iron bedsteads, wire signs and cages of every size. Mr. Holdersbach is a practical workman himself, understanding his business thoroughly in every department and, therefore, he allows no work to leave his establishment that is not done in the most workmanlike manner. It is for this reason that his house has, in so short a time, acquired a reputation for reliability and substantial work, which gives it precedence among the manufacturing establishments of the city. The proprietor looks carefully after every detail of his business, confident, as he is, that the way to achieve success is to merit it. His trade has already assumed gratifying proportions, and under his skillful guidance and the well-known honesty and integrity of the principles upon which he conducts his business, it is increasing daily. This house is earnestly recommended to the confidence and patronage of a generous public.

MURPHY & BOLANZ—(SUCCESSORS TO JONES & MURPHY), REAL ESTATE AND COLLECTING AGENTS, 709 MAIN STREET.

First among the many reliable and popular real estate firms in the city, is the well-known and reliable firm of Murphy & Bolanz. This house has been doing business here for ten years and enjoys a larger share of the public patronage than

Deal in Lands, Pay Taxes and Furnish Abstract of Titles.

Rent Houses, Buy, Sell And Represent Owners of Dallas Property.

any of its contemporaries in the city. They deal principally in city property, buying, selling, renting and leasing, furnishing abstracts of title, negotiating loans, and also attend to the business of non-resident property owners, paying taxes and collecting rents, and all matters entrusted to them receive their careful and conscentious consideration and attention. These gentlemen are about erecting, for

their own use, a handsome three-story brick business house, which will be, when completed, one of the finest in the city, and will contain all the modern conveniences appropriate to a building of that kind. The members of this firm are well-known in this city and throughout the surrounding country as men of energy and progressiveness, and are among the most public spirited citizens of Dallas. They are thoroughly honest and reliable and fully merit the popularity which they enjoy, and the success which they have achieved.

H. F. LAMMERS & CO.—Manufacturers' Agents and Commission Merchants, 403 Main Street.

Among the sketches of industries carried on in this busy city of Dallas, none are of more importance to the State than the house heading this article, and although the firm is a new one they have the vigor of youth and experience with the house of H. F. Lammers to whose business they succeed. The individual members of the firm are E. S. Lammers and W. A. Heityeberg. They start out as commission merchants and manufacturers' agents and will handle flour, produce, and all such goods as are raised or needed in this growing State. They are enabled as manufacturers' agents to sell goods at manufacturers' prices, and their patrons may feel proud in being favored by doing business with a firm able to offer so many inducements, while consignors of goods will find these men are making ready sales and at fair prices. All the transactions of the house are conducted upon fair and honorable business principles, making their establishment one of the first-class houses of Dallas and one where business transactions will prove pleasant as well as profitable.

GOLDSMITH BROS.—Jobbers in General Merchandise, 714 Elm Street; New York Office, 423 Broadway.

Among the many large and handsome establishments to which the denizens of the "Queen City of Texas" can "point with pride," none presents a more attractive display than that of Goldsmith Bros., jobbers in dry goods, millinery goods, notions, etc., 714 Elm street. This house was established ten years ago, and has procured a strong hold upon the confidence and trade of the city, county, and indeed the entire northern portion of Texas, for their trade extends over it all. They are well located on the busiest part of one of the main thoroughfares of the city, and they occupy two stories of a building which covers an area of 30x100 feet, completely filling it with their $50,000 stock. Their stock consists of a large and complete assortment of dry goods, with a special line of handsome dress goods, silks, satins, velvets, etc. Their millinery department is filled with everything in that line that the human mind can devise, or the feminine heart desire, their stock of ribbons, crepes, feathers, laces, ornaments, ruchings and veilings being especially fine in quantity, quality and variety. The *personnel* of the firm is Isidor Goldsmith and Max Goldsmith, gentlemen who enjoy the confidence of their associates in business, and are also highly esteemed in private and social circles. In fact the establishment is looked upon as one that stands quite alone in its line, as the firm who

own and control it stand among the first in the city as substantial and representative business men. The Messrs. Goldsmith also have an office in New York city, at 423 Broadway, which enables them to buy the most fashionable goods at the lowest market prices, and to keep their stock replenished with the freshest designs and latest patterns. This firm we cheerfully recommend to the public as worthy a liberal patronage and our readers who are doing business in the towns of Texas will find it to their interest to examine their large and choice stock of goods when in Dallas and we feel assured they will never regret it.

W. S. BRYANT'S TEXAS LOAN OFFICE—No. 711 MAIN STREET.

This is a new institution, having been in business only since June 1884, but if its success up to the present time may be taken as an earnest of that which it shall accomplish in the future, it is destined to a prosperous career. Mr. Bryant, the proprietor of this establishment, is a native of Illinois, but has been living in Texas ten years, during which time he has become well and favorably known to many of our citizens, as a man of uprightness and honesty. His business he conducts on principles of the highest mercantile integrity and the utmost reliance may be placed in his word. At this house money is loaned upon jewelry, or any other article of value and of general use. The advances made upon articles at this institution are most liberal and the rates of interest charged entirely reasonable. Mr. Bryant's well-known high character for honesty and fair dealing, coupled with his liberality and enterprising spirit, entitle his establishment to the kind consideration of the public. A large line of Waltham, Elgin and Springfield watches and jewelry of every description is kept in stock, and rent being unusually low, he is prepared to offer goods at very low prices.

HAMILTON & YOUNG—WHOLESALE DEALERS AND MANUFACTURERS' AGENTS, WALL PAPER, WINDOW GLASS, PAINTS, OILS, VARNISHES, ARTISTS' MATERIALS, PICTURE FRAMES, MOULDINGS, AND WINDOW SHADES, 826 ELM STREET.

At No. 826 Elm street, Messrs. Hamilton & Young have arranged the latest and most beautiful designs in wall paper and inside house decorations, besides a large and well selected stock of window shades, picture frames, mouldings, artists' supplies, paints, oils, varnishes, window glass, etc. This house aptly illustrates the perfection to which the paper hanging business has been brought in this city. It was established in 1873 and has had a career of unbroken prosperity from that time to the present. The building occupied is a two-story brick structure, with an area of 25x90 feet, and the store room is neat and attractive, the stock being arranged with an eye to the artistic effect. The average amount of stock carried is $25,000, and eight assistants find employment in attending to the wants of their immense trade, which amounts to about $100,000 a year and extends throughout the entire State. This firm makes a specialty of manufacturing picture frames, carrying a large stock of the handsomest mouldings, and keeping skilled workmen constantly employed for that purpose. They are the agents of the manufacturers of many of the articles in which they deal, thus having the inside on prices. Be-

sides, they buy in large quantities, getting their goods at the very lowest ruling figures, and they offer customers special inducements in the way of prices that are not duplicated by any competing house in the city. They lead with all the latest fashions and designs in the way of wall paper and decorations, and give their patrons the benefit of choosing from the handsomest the market offers in pattern and material. They are as honest and as liberal in the management of their business as they are enterprising and progressive, and the people of the community, recognizing their merits, have given them a liberal patronage and support. Any of our readers who may open business relations with this firm will find it a pleasant and profitable one with which to deal. The trade in paints and window glass at wholesale is quite extensive and they are prepared to fill orders to any amount that are sent to the house.

ED. C. SMITH—Undertaker, 1031 Main Street.

Prominent among the undertaking establishments of the city is that of Ed. C. Smith, 1031 Main street. This establishment was started by Mr. Smith, in 1877, on very small capital, the increase of which, and the growth of his business have been gratifying in the extreme. Mr. Smith occupies a two-story brick building, 75x80 feet in area, in which he carries a full assortment of wood and metal burial caskets, in all styles and designs. He furnishes coffins, shrouds, gloves, crapes, etc., also hearses and carriages, for all of which his charges are extremely low. Three assistants are employed here, all skilled in the business, and those patronizing this institution cannot but be satisfied. Mr. Smith has lived in Dallas for twenty-four years, and is known to the people of the city as an honest, conscientious man, as well as a thoroughly enterprising and progressive one, and his success is as creditable to the city, whose people are so quick to recognize and reward merit, as it is gratifying to him. Mr. Smith keeps up with all the improvements made in his line, keeping his house in advance of cotemperaneous establishments in the city, and he is justly entitled to the splendid success he has gained by energy, enterprise and thrift, and his adherence to the policy of handling the best goods known to the trade.

M. D. GARLINGTON—General Commission Merchant, and Wholesale Dealer in Grain, Fruits and Western Produce.

In reviewing Dallas and its present enterprises, we find some houses being conducted by the old citizens of Dallas and worthy of prominent mention; among these is the house of M. D. Garlington, one of the most reliable and honorably conducted houses in the city. He is a wholesale dealer in grain, fruits and Western produce, and here can generally be found as good a selection and at as liberal prices as can be had in the city. His long acquaintance and standing, coupled with his knowledge of the business, makes his services desirable to shippers of goods to this market. He was formerly connected with the grocery trade under the name of Garlington & Marsalis and Garlington & Field. He has invested his capi-

tal largely in real estate in Dallas, and thus advanced the interests of the city. He is a public spirited man and is interested in whatever promotes the city's good; with a record in business that stands high for commercial honor and probity, he is entitled to the esteem he holds among his fellow merchants in Dallas, as well as among those outside with whom his business relations have always proven correct and pleasant. Mr. Garlington is an active member of the Merchants' Exchange, and one of its Directors, besides occupying other offices of trust and honor in the city.

A. McWHIRK—(Successor to C. E. Hosmer & Co.), Plumbing, Steam and Gas Fitting, 406 Elm Street.

No branch of business requires more skill or efficient and thorough workmanship than plumbing and gas fitting, and we find those houses who have increased their business and built up a name in our city have done so by the superiority of their work. This is especially true of Mr. A. McWhirk, who succeeded to the business of C. E. Hosmer & Co. plumbers, steam and gas fitters. Mr. McWhirk carries a most complete stock of all kinds of plumbing and gas fitting goods, suitable for the plainest to the most ornamental work, which he is jobbing to the plumbers of the interior towns of Texas at very reasonable rates. Country merchants who deal in such material will find an excellent stock here to select from, consisting of steam pipes, check and globe valves, steam cocks, elbows, chandeliers and pendants, wash basins, rubber hose, pumps, etc. Mr. McWhirk, besides his city trade, is prepared to make estimates and bids on jobs in the country and furnish practical men to do the work. In all the requirements of his business, he is not only an efficient man himself, but employs none but first class practical workmen. He keeps vitrified clay pipe by the carload at manufacturers' prices, freight added.

DOUGLAS BROS.—The Merchant Tailors of North Texas, 703 Main Street.

In depicting the substantial business enterprises of Dallas, it is with pleasure we call the attention of the public to the well stocked and well conducted emporium of the above firm, located at 703 Main street. This is emphatically *the* merchant tailoring establishment of North Texas, than which no house carries a better stock or is able to make better fits. The stock is large and consists of all the leading novelties in suitings, cloths, etc., and having been bought for cash, inducements are offered in the way of low prices which cannot be duplicated elsewhere, and which cannot fail to attract a large trade. The proprietors of this establishment, Messrs. H. and A. Douglas, are natives of Lancashire, England, where they both learned the tailor's trade. Coming here in 1873, they started in business without money, with no capital but brave hearts and skilled and willing hands.

Being thoroughly well trained in all the departments of their trade, the clothes they made soon began to attract attention because of the neatness of the fits and general substantial character of the work; business began pouring in and they soon commenced adding to their establishment, until to-day they carry a full line of goods and give employment to thirteen skillful assistants. They let no piece of work leave the house that is not well done; they employ none but skilled workmen; the material they use is the best, and they guarantee a fit in every case. Therefore they have drawn to themselves a trade that is large and lucrative, and which extends all over North Texas. By their own honest endeavors have they conquered fortune and made a reputation for their house; by their own merits have they won the comfortable income which their business brings them. Our readers cannot find dealings with this house other than advantageous, and it is cheerfully recommended as worthy their most liberal patronage.

ALDEN COMPRESSED YEAST—G. H. Vering, Agent, 945 Elm Street.

Another enterprise of Dallas making up the commercial business of the city and one of vital interest to bakers throughout the State, who desire good results when cooking, is the establishment here of the agency of the compressed yeast factory of St. Louis conducted there by Alden & Co., corner Levee and Washington streets. The agent here, Mr. G. H. Vering, is filling the Texas orders at manufacturers' prices, and merchants and others who desire a first class yeast and one always reliable and warranted can have their orders filled by sending to G. H. Vering at 945 Elm street, who is prompt in all business transactions as well as reliable and honorable in business conduct.

BLANKENSHIP & BLAKE—Wholesale Dry Goods, Notions, Hats, and Gents' Furnishing Goods, 806 and 808 Elm Street; New York House, 112 Leonard Street.

In a volume of this character it is impossible to go as much into details as our inclination or the magnitude of the subject under discussion would sometimes lead us. But there are some establishments of such size and general importance, that in dealing with them, we are constrained to somewhat o'erstep the limit, and give them something more than a passing notice. Such an establishment is that of Blankenship & Blake, wholesale dealers in dry goods, notions, hats, and gents' furnishing goods, and manufacturers of shirts, drawers, underwear, pants and overalls, 806 and 808 Elm street. The building used covers an area of 50x200 feet, and being three stories high gives them a floor capacity of 30,000 yards, every available foot of which is fully taken up to accommodate their immense stock and to give room to their manufacturing department. There are employed in this establishment an average of one hundred and forty-five assistants, about one hundred of them being females, who are employed in the manufacturing department, and engaged in making shirts, underwear, overalls, etc. In the salesrooms twenty assistants are employed, and kept busy waiting upon customers, packing and shipping goods. The stock carried is kept complete the year round. The trade of this

house extends over Texas, Louisiana, Arizona, New Mexico and Indian Territory, and is increasing all the time. This house was established in 1870, and through all the many vicissitudes of fortune, which have beset commercial houses since that time, has kept the even tenor of its way, backed by the enterprise, skill and progressive spirit of its proprietors, and founded upon the solid basis of the most unswerving business integrity. The line of goods carried by this house embraces everything carried by the best wholesale dry goods and notion houses in this country, and the fullest line of gents' furnishing goods to be found in the city. They also make a specialty of hats, of which they have a full line of the best the market affords. In the manufacturing department everything is carried on in the most systematic manner. Among the workmen and workwomen employed are some of the most skillful in their especial line that the country affords, and as the materials used are all of the best, none but first class articles are turned out. The fame of the articles manufactured by this firm extends all over the country, and they are in demand everywhere. So popular are all these articles, that the manufacturing department of this firm is enabled to run full time, and has never had to shut down on account of hard times, but finds ready market for all the goods it can turn out. Several patents are held by this firm for inventions in their line of trade. Being connected with a New York house, Blake, Blankenship & Co., No. 112 Leonard street, this firm is enabled to keep well informed of the state of the market and to buy their goods at the most advantageous times, and they are thus able to give their customers the benefit of the very lowest prices. The manufactory is fitted up with the most approved and modern machinery for turning out rapidly and economically their various styles of work. Evidences of method appear on every side, which enables them to conduct their large and growing business smoothly and without confusion. The gentlemen who compose this firm are so well known in this city and community, that it is a work of supererogation for us to mention them. Suffice it therefore to say that they are men of the highest character, and equally well known and popular in business and in private life. They are among the most enterprising, progressive and public spirited citizens of Dallas, and their great success in business is but the reward that their merits deserve. This house presents advantages that cannot be duplicated by any cotemporaneous establishment, and is most cheerfully commended to our readers.

GRIFFITHS & COWSER—Dealers in Lumber; Extensive Yards, Sheds and Warehouses on the H. & T. C. R. R., with Office on Commerce Street and H. & T. C. R. R.

The above firm commenced business in Dallas some five years ago. They carry a large and well assorted stock of rough and dressed lumber of best quality, second to none in North Texas. Their supplies are purchased in Southeastern Texas and Southern Louisiana, noted for its extensive forests of best quality long leaf yellow pine. They are the only firm in North Texas making a specialty of handling this excellent quality of lumber. They have a switch of their own, seven hundred and fifty feet in length, giving them connection with all the railroads

running in and out of Dallas, and enabling them to handle their stock to best advantage and light expense. With ample capital to handle their business, their ability to purchase cheaply, they assure their customers that in addition to excelling in quality of stock, they can and will at all times compete with any dealer in Dallas as to price. In addition to rough and dressed lumber, they have always on hand a large stock of domestic and imported cements, sash, doors, blinds, mouldings, pickets, shingles, poplar and white pine finishing lumber, in fact, have in stock and carry a full assortment of all material usually found in a first-class lumber yard.

L. CRADDOCK—Wholesale and Retail Dealer in Liquors, Wines and Cigars, 413 and 415 Main Street, Corner Austin; Branch Houses in St. George Hotel, Dallas, in Corsicana, in Denton, and in Cleburne.

In every city people will have places of amusement, and in Dallas the billiard room of Mr. Craddock, located at 413 and 415 Main street, is a popular resort. Popular, because the tables and rooms are first class, and because the cigars, wines and liquors have no superiors anywhere. Mr. Craddock has been established about nine years, and carries a fine line of goods. He has branch houses in Corsicana and Denton, Texas, besides one at the St. George Hotel, this city. He occupies 413 and 415 Main street, corner of Austin street, the most desirable location in the city, and will be found a pleasant and cordial man. He sells liquors wholesale as well as retail, and does quite an extensive keg trade to the surrounding country. All orders by mail are promptly filled.

PAYNE & SHEETS—Manufacturers of Carriages and Wagons, 1013 Elm Street.

Prominent among the establishments engaged in this important branch of industry is that of Payne & Sheets, 1013 Elm street, which has acquired an enviable reputation throughout the city and State for producing work of superior quality, compared with others in the same line. This house was established in 1873, by Mr. J. M. Payne, Mr. A. B. Sheets becoming a partner in 1881. The house had a hard time before it was placed on a firm footing, owing to its limited capital and the strong opposition which it met from older establishments in the same line, but with undaunted courage and untiring energy Mr. Payne surmounted all difficulties and succeeded in building up a first class trade. Manufacturing the most improved carriages, buggies and wagons of every description, of the most choice and substantial material, they execute all orders with promptness, and guarantee all work to be as represented. In connection with the manufacturing department these gentlemen also do repairing of all kinds, in the very best manner, never failing to give entire satisfaction to their many patrons as regards both quality and price. The productions of this house speak for themselves, and need no praise from us to attest their superiority. The building occupied by this manufactory is 44x80 feet in area, half of it being two stories in height, and well fitted up with all the most approved appliances and conveniences. The blacksmith, wood-work and painting departments are each presided over by competent

and skillful workmen, the whole being under the supervision of the proprietors, who are both thoroughly trained, practical workmen. These gentlemen are progressive, straight-forward business men, courteous, polite and pleasant in all their dealings, and they deserve the excellent trade they now enjoy, and which is yearly growing to greater proportions.

WEIR PLOW COMPANY—MANUFACTURERS OF SULKY PLOWS, CULTIVATORS, COTTON PLANTERS, HARROWS, PLOWS, ETC.; DEALERS IN FINE BUGGIES, SPRING AND FARM WAGONS, ENGINES, GINS, ETC.; A. J. PORTER, STATE AGENT, CORNER ELM AND JEFFERSON STREETS.

The prosperity of our city and State depends largely upon the agricultural implements and machines furnished to the farmers and planters, and to a greater degree than upon any one branch of commercial business. In writing of the enterprises of Dallas we, therefore, feel warranted in giving more extended mention

of these important industrial enterprises, that the readers of our volume throughout the agricultural portion may take advantage and profit from this work. Mr. A. J. Porter represents the implements of the Weir Plow Company for Texas and the South. The extensive and well-known works are located at Monmouth, Ill., in the center of the richest agricultural portion of our country, and the implements made there have stood the test of years and the competition of many rivals and to-day are well-known over our entire country as among the very best implements made. They manufacture sulky plows, cultivators, harrows, cotton planters, and a full and general line of plows for all purposes. They also deal in both lumber and spring wagons, open and top buggies, sulkies, engines. boilers, gins, presses, mill machinery and wood-working supplies. This branch house was

established here eight years ago, and so satisfactory have been the goods sold that an increasing annual trade has been gained and the sales now reach about $400,000 per annum. Their immense brick building, 50x200 feet in size, three stories high and basement, is required for the storage of the goods handled by Mr. A. J. Porter, the State Agent. He is a man familiar with the wants of the public, courteous in his manners and accommodating in his ways, noted for promptness in all transactions. The characteristics of the business policy of the house are such as to entitle it to universal consideration, while its excellent business facilities secure unusual advantages to its patrons, enabling it to compete successfully with any similar concern in the State. In writing to the house for terms and prices, prompt answers will be received.

E. G. CHILDS—Dealer in Coal and Coke, Corner Lamar and Jackson Streets, Contracts for Delivery of Coal and Coke to any Depot in the State.

Mr. Childs represents the celebrated Osage Coal Company, whose mines are situated at McAlister, Indian Territory. The coal mined there is acknowledged to be the finest west of the Ohio River, and is rapidly superseding all others in this State. Mr. Childs commenced business here in 1876, and has built up a trade which extends over all portions of the State, reaching $200,000 annually. He keeps five teams constantly going for his city trade, and his stock is always well kept up, and often replenished. Mr. Childs is a native of Connecticut, but has resided here some years, and is thoroughly identified with Dallas and her interests. With the present rapid growth of the city there is practically no limit to the future extension of his business.

THE GRAND WINDSOR HOTEL—Corners Austin and Commerce and Main and Austin Streets; W. C. Haward, Proprietor.

This magnificent establishment constitutes one of the most attractive features of the "Queen City." Virtually this establishment is *two* hotels, though practically made *one* by being joined together by a suspension bridge, and still more closely united by both being under the sole management and control of one proprietor. Travelers sojourning in Dallas in the days gone by used to halt between two opinions in regard to the hotel at which to stop. Some would go to the Windsor, which fronted on Commerce street, on the east side of Austin, while others preferred the Grand, lying on the west side of Austin and fronting on Main. W. H. Whitla was proprietor of the Windsor, and the Grand was under the management of Tom Smith, both landlords being well liked by a large circle of friends and customers. About five years ago these two houses consolidated and were joined by a suspension bridge or passage-way spanning Austin street at the height of the second story, and the new hotel called the Grand Windsor. Three years ago Mr. W. C. Haward, of New Orleans, assumed the proprietorship of the Grand Windsor. Mr. Hughes, the owner, has recently began making alterations and improvements. He erected a new stone building on Commerce street, west of

Austin, and joined to the old Grand. When he got this handsomely finished and furnished, he turned his attention to the old brick building that had done service as the Grand Hotel, tore away the brick walls, letting the inside stand, and built up the walls again with stone, thus making a splendid stone structure reaching from Commerce street to Main, an ornament to the city and the most magnificent hotel building in the State, and as handsome as any to be found in the South. It has two hundred and fifty rooms for the accommodation of guests, each fitted up and furnished with taste and elegance, and is splendid in all its appointments. The *cuisine* is under the management of skilled *chefs*, the tables loaded with all the substantials and delicacies that the market affords, the waiters polite and attentive. What more could the human mind desire in the way of hotel comforts? A handsome building, comfortable and inviting rooms, provided with elevators, electric bells, well trained and courteous servants, affable and attentive office corps, dining rooms that would tempt the daintiest epicure to partake of the viands elegantly served at table, no convenience or accommodation necessary to contribute to the comfort or satisfaction of the guests left unprovided, popular rates, and location near the business center of the city.

DRS. DAVIS & SONS—Homœopathic Physicians, P. O. Block, 906 Elm Street.

In reviewing Dallas as a commercial and distributive center, the professions should not be overlooked, and among these the medical profession stands most prominent. Drs. Davis & Sons established an office here in 1880 and have had a successful career practicing homœopathy. The senior member, Dr. A. P. Davis, devotes his attention to chronic diseases and diseases of the eye and ear, hemorrhoids, etc. His two sons, F. S. and E. E. Davis, are associated with him, are regular graduates and have attained a large practice in the city and surrounding country. Their offices at 906 Elm street are elegantly fitted up and are provided with the telephone. From the beginning these gentlemen have met with flattering success in their professional career, and have gained a very extensive and lucrative practice. Generous and kind hearted, they have won the affections of all classes, and they are respected and honored not only for professional attainments, but for the high qualities of gentlemen and upright citizens.

MOFFETT & LACK'S STEAM DYE WORKS—Coloring, Cleaning and Repairing Gentlemen's Fine Clothing a Specialty; Plumes Cleaned, Dyed and Curled Equal to New; 705 Elm Street.

This house, established about a year ago, met a pressing want in this city, and meeting it in a most satisfactory manner, has enjoyed a great degree of prosperity and a trade that is rapidly increasing. The proprietors of this establishment are practical men, and as they give their personal attention to their business, any work done by them is sure to be well done. Persons having articles which they want dyed a different color, or goods that have faded from being exposed to the sun or from lying too long on the shelves, and in which they wish the original color renewed, will find it to their advantage to call on Messrs. Moffet & Lack, who do all

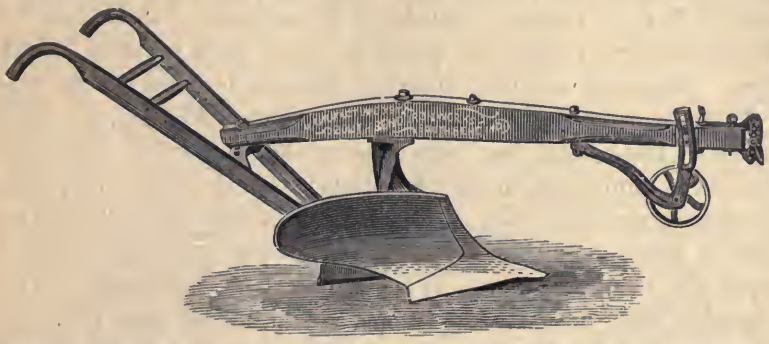
such work in the best manner, using none but fast dyes. Connected with their dyeing establishment is also a department where gents' clothes are cleaned and mended, neatly and promptly, and by persons who fully understand the business. The building occupied by this firm is two stories high and covers an area of 20x80 feet, is well located and admirably adapted to their business. It is fitted up with all the modern improvements and conveniences in their line, and is fully equipped to meet the demands of their growing business. Six assistants are employed and kept constantly at work in the different departments, from which no work is turned out that is not thoroughly well done. Many of our readers will, at one time or another, require work of this kind, and this firm is cheerfully recommended to them as one whose work is guaranteed to give satisfaction.

OLIVER CHILLED PLOW WORKS AT SOUTH BEND, INDIANA—R. Coreth, Agent, Dallas.

The Oliver Chilled Plow Works are generally confessed to be the largest plow works in the world, and since establishing the branch office here in 1876, a trade

has been built up which extends throughout Louisiana, Texas and Mexico, reaching a large and increasing sum yearly. With the vast extent of territory yet to be cultivated in Texas, this branch of the Oliver Chilled Plow Works will soon be the most important in the country. A sketch of the immense works, which Mr. Coreth represents, will be interesting to our readers who have never visited them. The buildings, grounds, etc., at South Bend, Indiana, cover a space of *37 acres*, and in-

clude moulding rooms, foundry, machine shops, smiths' shop, polishing shops, paint shops, japanning shops, and warehouse. The last building covers one acre, and is always packed with thousands of plows, awaiting shipment. Upwards of 3000 plows are shipped weekly all over the world, and the demand is always in excess of the supply. The materials used during the year are as follows: Pig iron, 18,000 tons; malleable iron, 2,000 tons; merchant bar iron, 1,200 tons; steel, 650 tons; coal, 7,000 tons; coke, 1,800 tons; paint and oils, 75 tons; emery, 26 tons; belting, 8,700 feet; lumber, 950 cars; grindstones, 1,350 tons. Besides these there are thousands of bolts, nuts, screws, washers, rivets, and sandpaper used. The motive power of these immense works is furnished by an engine of 1,200 horse power, and 1,000 hands are employed in the different departments. The Oliver Chilled Plow and the Casaday Sulky Plow are known throughout the civilized world, and a description of them would be superfluous.



SANGER BROS.—WHOLESALE AND RETAIL DRY GOODS, BOOTS AND SHOES, MILLINERY AND FANCY GOODS, NOTIONS, CLOTHING, AND GENTS' FURNISHING GOODS, NOS. 509 AND 511 MAIN STREET, AND 506 TO 514 ELM STREET.

As we have never heard him called by the title of General, Colonel, Major, or even Captain, it was presumably a private who, when "the cruel war was over," and his cause lost, laid regretfully down his musket, and looked around to find himself some means of livelihood. He found himself in Texas in the early part of 1866, at Milliken, then the terminus of the Houston & Texas Central R. R. Establishing himself in a frame shanty, scarcely larger than the tents of his officers,—for the "cause" he fought for could not afford tents for the "privates,"—he started a small business, little dreaming that it was the nucleus or starting point of an establishment that would in a few years be the pride of the broad State, then comparatively a wilderness. The H. & T. C. R. R. moved on, and with it one quondam soldier, for he was a business man, and when business moved, he accompanied it. Successively he reached, always at the terminus of the railroad, and at the head and front of business, the towns of Milliken, Bryan, Hearne, Calvert, Bremond, Kosse Groesbeeck, Corsicana, and finally, in 1872, Dallas. It must not be supposed that he did this alone, for he had the assistance of his three brothers. When he found that his business was increasing to such an extent as to need some help, he did not, with a selfish view of keeping the good things of this world to himself, engage a few cheap assistants, but generally sent one after the other for his brothers, taking them into co-partnership with him, and together they worked for the common good. The

youngest brother joined them shortly after they arrived in Dallas, and the quartette of brothers was complete, and the name of Sanger Brothers began to be known in Texas. It must not be supposed that everything always went well with the young firm, for it was not so; they met with reverses as well as successes, but they met disasters with firmness, and soon retrieved themselves. Shortly after their removal to Dallas, a disastrous conflagration swept away the frame house in which they had located with most of their stock in trade. Removing the remnants of their stock to a frame house on Elm street, they awaited the building of their brick building, 50x100 feet, on Main street. They soon occupied this their then fine building, for in those days a two-story brick was as magnificent a building as Dallas afforded, and from then to the present time their march has been "upward and onward." Soon after they purchased the lot on Elm street, in the immediate rear of the Main street property, and built thereon a two-story brick, 50x100 feet, as an addition to their store. They then occupied a building 50x200 feet, using part of the upper story for storage of reserve stock and sleeping rooms. It is needless here, and would use too much space, to describe their successive additions and buildings until they now occupy 150 feet front on Elm street, reaching back 200 feet to Main street, part of which is four stories in height, with a large airy basement, making in all a five-story building, that would well become one of the choicest lots in New York or any of the principal Northern cities. During these years the brothers established branches at Fort Worth, Calvert and Waco, but have since given up the two former, and now have at Waco an establishment which, if not equal to that of Dallas, still has pretensions of its own, and is doing business in a magnificent three-story iron and glass front building, the property of the firm, and is under the management of a fifth brother, who came last to Texas, at the summons of his fortunate brothers. The business in Dallas rapidly increased from the start, and it shortly became necessary to have a buyer constantly at the market to keep up the supply of goods which their outlet demanded. The oldest brother, Mr. Isaac Sanger, who had made periodical visits to the Eastern markets to purchase their stock, then located in New York, where he still remains, except during his biennial visits to Dallas, assisted by an efficient corps of buyers, supplying the Texas houses with goods on their constant and almost daily orders. His force is augmented semi-annually by the different department buyers, who, at the beginning of each season, go East to supply the particular demands of their various lines of goods. Their retail department, now under the management of Mr. Phillip Sanger, assisted by a corps of superintendents, floor walkers, and heads of departments, occupies a superficial area of 25,000 square feet, divided into different divisions, each of which is equal in extent to a large store, and is as well supplied with goods in its particular line as any special establishment of its kind in the United States. Dry goods, notions clothing, gents' and ladies' furnishing goods, boots and shoes, millinery, cloaks carpets, etc., have each their separate divisions, subdivided into their appropriate departments; with each department accounts are kept, so that at any time, and more particularly at the end of the year, the firm can tell at a glance which portion of their immense stock nets them the best profit, and it also creates a generous

rivalry between the salesmen of the different portions of the store to make their department show the best results. The retail portion of the store of Sanger Bros. is now undeniably the largest one of its kind in the South and West. No store as large, or with as fine a stock so well diversified, and so well adapted to the wants of its patrons, can be found south of Philadelphia, Cincinnati, or St. Louis. Their customers are not only residents in the immediate vicinity of Dallas, but through its well arranged mail-order department it supplies customers not only all over the State, but throughout the States and Territories surrounding Texas. Sanger Bros.' store and stock is now recognized all over the United States as among those upon whom can be drawn for goods to fill orders when the stocks of other houses in large cities fail. Their retail sales aggregate a million dollars annually, and give employment to about 125 persons. The wholesale department of Sanger Bros., now under the management of Mr. Alex Sanger, is an off-shoot of the reserve stock, which the firm used to carry in the upper story of their 50x100 two-story building, then under charge of a stock boy. It now occupies a superficial area of 350,000 square feet, every one of which is filled with goods to supply the demand of the Texas merchants, who find that it is not necessary to go East or North to find a market to supply their stores, for they find at this house a full supply of seasonable goods, at prices which compare favorably with those of any of the more noted marts and centers of trade. In the wholesale department, whose sales aggregate a million and a half annually, are employed some 40 persons. They have some eight or ten travelers, whose routes take them to every point in Texas, and their visits are always welcome to the merchant, for their lines of samples are always complete, and their prices as low as the goods can be procured. Thus have we shown our readers from what a small beginning this firm, with perseverance and energy, has attained an eminence in the commercial world, second to none, and as their motto and watchword is, as it always has been, "Upward and onward," it is almost impossible to estimate to what extent they will grow, except by the possibilities of the City of Dallas and the State of Texas.

DALLAS STEAM COFFEE AND SPICE MILLS—Babcock, Foot & Brown Proprietors, 938, 940 and 942 Elm Street.

One of the most successful business institutions in Dallas, and one which is of great convenience to wholesale and retail grocers, is the Dallas Steam Coffee and Spice Mills. This establishment began operations here less than two years ago, yet such is the liberality and enterprise with which it has been conducted, and such is the general excellence of the goods in which it deals, that it has already acquired a large trade throughout the city, county and state. The machinery for roasting and grinding coffee is of the latest and most approved make, and a five horse-power engine furnishes the motive power by which it is driven. This firm put up in pound packages the famous brands of roasted coffee "Hermosa" and "Fragrant," the latter being ground. These coffees are of the best ground, and roasted in such a way as to preserve all the aroma. Spices of all kinds are also ground and put up in packages and boxes. This firm also man-

ufactures the well known and popular baking powder, "Kitchen Queen," and the "Texas Bleaching Blue," an article of great merit, and a fine article of pepper sauce for table use. These goods are all sold either at wholesale or retail, and so popular have they become that the firm have all they can do to fill their orders, and are continually increasing their facilities to meet the growing demands made upon them. The building occupied is a one-story brick, 50x65 feet in area, and filled to its utmost capacity with the machinery and the goods of the firm. Eleven assistants are employed and kept busily engaged in filling the firm's numerous orders. The gentlemen who compose the firm are all young men of activity, energy and enterprise and the success they have achieved has been merited. The ground coffees, peppers and spices which they sell are better than those handled by other dealers in the city because they are fresher, and because they contain nothing but the proper materials, and those of the best grade. This house is recommended to our readers as entirely reliable in every respect, and one with which it will prove both pleasant and profitable to open business relations.

GEO. L. DOYLE—Wholesale and Retail Dealer in Corn, Oats, Hay, Barley, Bran, Etc., 721 and 723 Elm Street.

One of the best known business houses in Dallas is that of Geo. L. Doyle, dealer in corn, oats, hay, etc., 721 and 723 Elm street. Mr. Doyle has been in business here fourteen years, and is well known as one of the most reliable business men of the city. The building he occupies is a two-story brick structure, 50x88 feet in size, and the stock he carries is a large one, including corn, oats, hay, barley, bran, baled millet and prairie hay, crushed corn, etc. Mr. Doyle buys for cash, thus getting the advantage of all discounts, and sells for cash, giving his customers the benefit of everything conducing to low prices. He carries a stock valued at about $3,000, and his trade, aggregating $20,000 annually, extends throughout the city and into the adjacent country. Careful, accurate and straight-forward in all his business affairs, courteous, affable and agreeable in manner, Mr. Doyle has won the respect, confidence and esteem of his patrons. His business is conducted upon principles of the utmost liberality and the strictest integrity, and the reputation of his house for reliability is second to that of none in the city.

J. S. DAUGHERTY—General Land Agent, 701 Main Street.

Texas, with her millions of acres of land, cannot have, for many years to come, so important a branch of industry in the commercial circles as her land agents' business. No branch of business requires more ability or sound judgment in the prosecution of the work. This enterprise was started about eleven years ago, by a firm of which the present proprietor was then the senior member, and who is fully conversant with all its details, and for the past four years has conducted it under present firm name. His long connection with this business, his extensive travels over the State, and his familiarity with the laws of Texas, make his services of especial value to all who are interested either in buying or selling land, or who have tracts of land whose title is questionable and needs perfecting. He examines and

perfects titles, pays taxes on land in any part of Texas, buys and sells land and land scrip, furnishes abstracts of title, makes investments for capitalists in timber, farm or mineral land, makes investments of Texas & Pacific Land Grant Bonds in lands of that company, and conducts a general land and real estate office. This necessarily brief sketch gives at best but a poor idea of the resources of this house, which are equal at least to those possessed by any other establishment in this city. Those entering on business relations with Mr. Daugherty may depend on receiving prompt and satisfactory treatment, and such advantages as can, with difficulty, be procured elsewhere. For full particulars and information our readers should address the house for circulars, etc.

DR. S. NEWMAN—DENTIST AND PROPRIETOR OF TEXAS DENTAL DEPOT, NO. 719 ELM STREET.

Undoubtedly the largest and most thorough dental depot in the Southwest, is that of Dr. S. Newman, whose name heads this article. His rooms at 719 Elm street are large and handsomely fitted up, and his stock comprises everything to be found in a first-class establishment, including chairs, engines, gas apparatus, vulcanizer, artificial teeth of every description, gold foil, rubbers, amalgam and cement, filling materials, and instruments of every description, all bought direct from the largest manufacturers in the Union, and sold at manufacturers' prices. The Doctor is also sole wholesale agent for Texas for the renowned "Holmes Mouth Wash and Dentifrice", which is the only mouth wash indorsed by the dental profession, physicians and the public at large. This wonderful preparation is prepared by Drs. J. P. and W. R. Holmes of Macon, Georgia, and has had a most unprecedented success, being sold by druggists and dentists all over the Union. Dr. Newman is also publisher of a valuable sheet, entitled the *Texas Dental Journal*, which has an extensive circulation, and he offers special inducements to the profession in all parts of the South and West. His goods are sold throughout Texas, Arkansas, Louisiana, Mississippi and Mexico, and have everywhere met with general favor on account of their superior quality.

Holmes' Sure Cure Mouth Wash AND DENTIFRICE.

A splendid dentifrice for cleaning the teeth, keeping the gums healthy and purifying the breath. Sure cure for diseased gums commonly called scurvy. Sure cure for bleeding gums. Sure cure for bad or foul breath. Sure cure for bad taste in the mouth. Sure cure for ulcers or sore mouth. Sure cure for nursing sore mouth. Sure cure for neuralgia, caused by gums diseased. Sure cure for indigestion, caused by diseased gums. Sure cure for sleeplessness caused by diseased gums. Sure cure for healing and hardening the gums after extraction of teeth. Cures diseased gums and tightens loose teeth (caused by tartar) after the dentist has removed tartar and cleaned the teeth. Sure cure for any and all diseases of the gums and mouth. Reccommended by many leading dentists. Price $1.00 per bottle. Liberal discount to the trade. Ask your dentist or druggist for it, or send to **Drs. J. P. & W. R. HOLMES, Dentists, Dental Depot, Macon, Ga.** **LAMAR, RANKIN & LAMAR,** Wholesale Agents. Macon and Atlanta, Georgia.

ELLIOTT & CLARK—PROPRIETORS PHŒNIX PLANING MILL, SASH, DOOR AND BLIND FACTORY; TURNING AND SCROLL SAWING; 1341 ELM STREET.

Among the most important and complete manufacturing establishments of Dallas, we must undoubtedly enumerate the firm whose name heads this article. Their buildings on Elm street occupy a space 100x100 feet, exclusive of the yards which cover fully an acre of ground. The mill is furnished throughout with the most improved and modern machinery, the motive power being furnished by an engine of 40 horse power. Upwards of thirty hands are employed, and the trade,

which reaches a large and increasing annual sum total, extends all over the State. The work turned out by Messrs. Elliott & Clark, will compare in quality and finish as well as price, with any in the country, and with their ample facilities and capital they are enabled to offer terms which few can duplicate. They manufacture sash, doors, blinds, turning and scroll work, and in fact everything in their line. Messrs. Jas. T. Elliott and Henry C. Clark, who compose the firm, are both gentlemen well known in and out of business circles, and are thoroughly identified with the interests of Dallas. With the rapid and wonderful growth of Dallas, there is practically no limit to their future extension. The mill was establish d in 1875, by H. C. Clark, and Mr. Elliott in 1883 purchased a half interest in the mill when the firm assumed its present style. Mr. Elliott is a member of the firm of T. L. Marsalis & Co., the largest and most influential house in Dallas, and his admission has given the firm a prestige equaled by few in the State. Possessing ample capital and other connections, the firm of Elliott & Clark fears no competition from any source, and all business connected with them is invariably satisfactory to all concerned.

A. C. D. MILLER—Artistic Photographer, No. 621 Elm Street.

The fidelity with which the original is brought out by the photographic art is truly wonderful. By close attention, continued experimenting and patience, the reward has been justly earned. To-day we get likenesses where formerly we got pictures, at least such is the case with those who patronize Mr. A. C. D. Miller, whose parlors are at 621 Elm street, up stairs. He started this enterprise about ten years ago, and by possessing a taste for the work he has become a prominent and practical photographer. He started in a small way, but such has been the satisfaction given by his work, a liberal patronage is enjoyed, and to-day he is prepared for the most difficult work. His instruments are of the most improved and latest patents. He not only does cabinet, panels and card work, but also life size portraits and makes a specialty of family groups, all of which is guaranteed first class in every particular. He carries in stock frames, mats, etc., bought direct from factories, and our readers will find him a liberal dealer in his line of business.

LIVE OAK GROCERY—T. F. Loughlin, Proprietor, No. 1000 Elm, Corner Ervay Streets.

No grocery store in the city of Dallas is better known than the "Live Oak." The reasons for its prominence and popularity are many and substantial. It has always been run on principles of the most advanced liberality and enterprise; it carries a large stock; it keeps the best goods; its prices are the lowest; its clerks are polite and attentive; its location is convenient to the residence portion of the city. Every article purchased there is delivered without extra charges. The building occupied is a handsome three-story brick structure, well located, large and commodious. It is filled with a full and complete stock of staple and fancy groceries, embracing the best brands of sugar, teas, coffees, syrups, spices, foreign and domestic, dried and canned goods, in short, everything needful for household and

table use. The large sales necessitate the frequent receipt of new goods, thus keeping the stock replenished with the freshest and nicest articles. Mr. T. F. Loughlin, the proprietor, is a well-known and popular business man, and one who occupies a foremost position among the progressive and public spirited citizens of Dallas. He is popular both in business and in private life, and he numbers among his permanent patrons many of the best and most estimable people of the city. For complete stock, fresh goods, low prices and courteous and gentlemanly treatment the "Live Oak Grocery" is cordially recommended.

WILSON & TOZER—ARCHITECTS; OFFICE, No. 741 ELM STREET.

In the list of accomplished architects in the city, the house of Wilson & Tozer occupies a high place. Many of the handsomest business and dwelling houses in the city were designed and erected by this firm, and will stand for ages, enduring monuments to their skill and ability. They are prepared to furnish designs and specifications, and to superintend the erection of buildings of any character and description. Their business is principally in the city and its suburbs, but their services can be had by persons living anywhere in the State. Among the many buildings erected from designs furnished by these gentlemen, we desire to call attention to the new building of Sanger Bros., the Glen Lea building, the bank building of Flippen, Adoe & Logan, and the new court house at Henrietta, Clay county. These gentlemen are thoroughly experienced in their profession, courteous in all their transactions and liberal in their terms. They have made a study of the science of architecture, and guarantee satisfaction in every case. They are high minded men, of undoubted integrity in business and private affairs, and rank among the progressive and enterprising men who delight to see Dallas abound in buildings which will add to her beauty as a city, and to the reputation of her architects and builders as men of taste and skill.

D. GOSLIN'S CHINA HALL—CROCKERY AND GLASSWARE, CUTLERY, SILVERWARE, CHINA, ETC.; HOUSE FURNISHING GOODS, BAR AND HOTEL OUTFITTINGS; CORNER ELM AND MURPHY STREETS.

The very handsomest establishment in the city of Dallas, barring none, is D. Goslin's China Hall, corner Elm and Murphy streets. Mr. Goslin not only carries a large and beautiful assortment of goods, but he has his stock so artistically arranged, and keeps it in such good order, that the effect is strikingly beautiful, and a visit there is as pleasant to the eye and to a refined taste, as would be a visit to an art gallery. Indeed there is nothing which requires more artistic skill than the arranging of a variety of wares of this kind so that the blending of colors and the intermingling of the many different kinds and styles will form one massive picture, harmonious in effect and pleasing to the eye, and gratifying to the sense of the appreciative beholder; and he who accomplishes this is a true artist and deserves the distinction of the name. The building occupied is a handsome three-story brick, covering an area of 50x200 feet, with a basement the full size of the building. It is especially adapted to the purpose for which it is used, being well lighted and handsomely fitted up and arranged. The stock is valued at

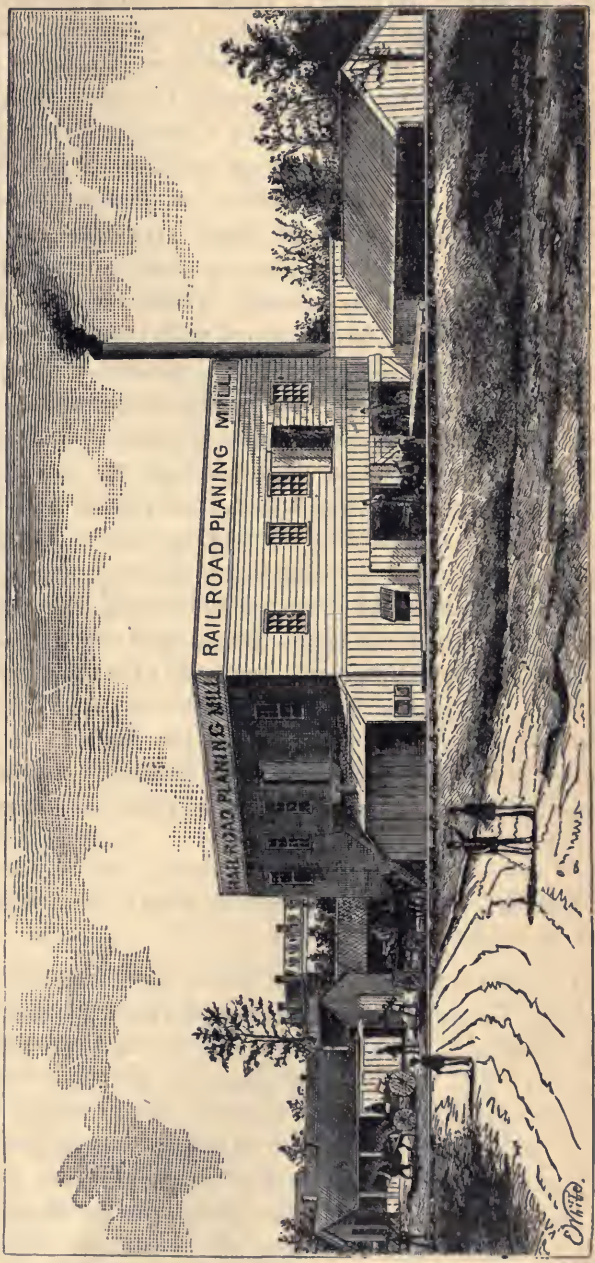
$50,000, and embraces every variety of decorated ware, Dresden China, the clearest and creamiest English ware, coffee sets, tea sets, breakfast services, chamber sets, wine services, table cutlery, silver services, lamps, globes, shades, chandeliers, glassware and stoneware of all kinds, bisque figures, parlor ornaments, toys, bric-a-brac of all sorts, crockery, house furnishing goods, bar and hotel outfittings. Eight assistants are employed here, and find plenty to do in attending to the demands of a trade which extends over Northwestern Texas, and aggregates from $75,000 to $100,000 annually. This is one of the handsomest and most attractive houses in the South. Mr. Goslin is a thorough business man, and having been in his present business here for thirteen years, he understands it fully in all its details. Buying with discretion and sound judgment, and in larger quantities than any contemporary in the State, he gets the advantage of the lowest figures, and is enabled to put his goods before his customers at prices with which rival houses cannot compete. His sales being large, he is obliged to replenish his stock very often, thus keeping his house filled with articles of the latest and most fashionable design. Prompt, reliable and honorable in business, kind, courteous and affable, personally, Mr. Goslin enjoys a high degree of popularity in both business and social circles, and it would be strange indeed if that popularity did not extend to his house, drawing and holding patronage and custom. That it does so, is clearly shown by the amount of trade done each year, and by the busy throng of buyers that continually crowd his place of business. This is in every way a desirable and pleasant house with which to establish relations, and it is cordially recommended to our readers as worthy their confidence and patronage.

J. F. CALDWELL & CO.—Grocers and Dealers in Grain, Nos. 213 and 215 Main Street.

Situated as Dallas is, in the heart of one of the greatest agricultural districts on earth, the grain trade is necessarily one of the most important branches of business in the city. Conspicuous among the firms engaged in this prominent commercial pursuit we find the well-known and no less popular firm of J. F. Caldwell & Co., Nos. 213 and 215 Main street. These gentlemen handle large quantities of grain of all kinds, wheat, corn, oats, barley, etc., having, indeed, one of the largest establishments of the kind in the city. Farmers bringing grain of any kind to the city will always find a ready market and the highest cash price at this establishment. The proprietors are thorough going, enterprising and progressive business men, and are widely known and highly popular in business circles. Their transactions are all conducted on principles of the strictest integrity and most advanced liberality and they deserve the large patronage which their well directed and energetic efforts have secured for their house. In connection with the grain trade the firm carry a full line of staple and fancy groceries, wines, liquors, cigars and tobaccos, etc. The trade is quite extensive, the stock frequently replenished making goods offered for sale fresh and desirable. The prices are low and farmers can obtain the highest market price for produce here, in exchange for supplies of other kinds.

CLARK & CLARK—PROPS. RAILROAD PLANING MILL, PACIFIC AVE., COR. PEARL ST.

Established in 1873, the firm of Clark & Clark, from its inception took a leading position, and now ranks as one of the most important of the many enterprises which have rendered Dallas the foremost city of Texas. Their buildings and yard, which are probably the most favorably located in the city, being on the line of the Texas & Pacific Railroad, cover a space of nearly two acres. The motive power is furnished by an engine of forty horse power, and the entire machinery is of the most improved and modern type. A force of forty hands is employed in the busy season, and the mills have a capacity of about 1,800,000 feet per annum. The trade, which extends throughout the State, Colorado and along the line of the Texas & Pacific Railroad, reaches a large and rapidly increasing sum total. Messrs. Clark & Clark manufacture white pine, California red wood, cypress, poplar and native pine, ash and Bois d'Arc; and with their facilities and connections they are enabled to compete successfully with any firm in the State. Mr. T. P. Clark, who is the sole member of the firm, is a native of Ireland, but has lived in Dallas since 1848, and has become thoroughly identified with his adopted city and her interests. He is a gentleman well and favorably known in and out of business circles, and takes a warm interest in all that concerns the welfare of Dallas, and his present fine and increasing business is the result of his own energy and application.



CLARK & CLARK'S PLANING MILL.

E. M. POWELL—Dealer in Texas Lands and Ranches.

As founder and successor to the well known firm of Powell & Case, Mr. Powell is one of the most widely known and thoroughly reliable men engaged in the real estate business in the State of Texas. Coming to Texas many years ago, he has been actively engaged in locating land certificates for the various holders—railroads and private individuals. In the field himself most of the time, and in the saddle, before the days of our now numerous railroads, he has thoroughly traveled and explored this great State from the Canadian river to the Rio Grande, continually purchasing land scrip, and making selections of and surveying the choicest of the public domain. He stands to-day one of the wealthiest and most responsible owners of lands in the State of Texas. His office, 507 Main street, Dallas, may be compared to a general land office—replete, as it is, with maps, records and data compiled and collected by himself. Parties desiring fine grass lands and ranches can not do better than to correspond with him, for whatever he offers he knows all about, never having to depend upon others for descriptions, for having done his own locating, he is able to make reliable representation of all he offers for sale. He has many thousands of acres of the finest grazing lands in Texas for sale at from $1.75 to $2.00 per acre, and on time and terms to suit all good parties. He pays particular attention to the perfecting, and completing and adjusting of imperfect or complicated titles. His facilities for making safe and judicious investments are unsurpassed. He also gives attention to the affairs of non-residents, buying or selling for them, attending to the rendering of their lands at proper time to the various County Assessors, paying their taxes, recording of deeds, etc. Millions of acres of land, owned in this State by people living all over the country, are in his care for these purposes. His map of Texas, which he will send free of charge to all applicants, is the best and most correct map of the State to be had, and he will cheerfully answer and furnish information to all desiring it, and we can cheerfully recommend all who are turning their attention to Texas, or seeking investments there, to correspond with Mr. Powell.

CRUTCHER & CROWDUS—Real Estate and Collecting Agents, 611 Elm Street.

Among the many firms of young men engaged in prominent and important branches of business in this city we take great pleasure in giving somewhat more than a passing notice to the firm of Crutcher & Crowdus, real estate and collecting agents, 611 Elm street. This firm deal in lands of all kinds, collect rents, pay taxes for foreign land-owners, in short, do all kinds of business connected with the buying, selling and renting of real estate. They make a specialty of Dallas city and county property, of which they have at all times a great variety for sale. They also handle lands in many other counties in the State, having constantly on their books for sale a number of farms and ranches, of different sizes and various kinds. They control the lands of the Texas and Mexican Land and Investment Company which embrace some fine tracts, for sale at very low figures. So large is the amount under their control, and so great is the variety of soil and location, that

those desirous of investing in Texas realty are sure to find property to suit by calling on this firm. The *personnel* of the firm is composed of Frank M. Crutcher and W. A. Crowdus, both young men of rare business ability, courteous manners and pleasing address. Though they have only been doing business since September 1884, yet so enterprising and energetic are they in the discharge of their duties, that they are among the leading firms engaged in the real estate business in the city, and their business is rapidly increasing. Parties who own lands which they are desirous of selling will do well to place them with this firm who are sure to make them bring the highest market value.

BRISTOL & CLARK—ARCHITECTS, ROOM 1, NO. 512 MAIN STREET.

Among the most prominent and experienced architects of Dallas is the firm of Bristol & Clark. Both gentlemen have had a life-long training in their profession, Mr. Bristol of thirty and Mr. Clark of eighteen years, which fact alone is sufficient guarantee of their being thoroughly grounded in the principles of their profession. Mr. Bristol has made the styles of architecture peculiar to Texas his especial study, having lived here for twelve years and during that time has constructed all manner of buildings, including the City Hall at Houston, school houses, private dwellings, stores and others. Mr. Clark has constructed cotton mills all over the South, among which we may mention the renowned Sibley Mills at Augusta. The drawings shown by these gentlemen at their office, of dwellings, business houses, churches, school houses, court houses, jails, etc., are as fine as any we have seen, and are sufficient evidence of their capacity to compete with any similar firm in all branches of architecture. All information regarding their business is cheerfully furnished, and they invite correspondence, confident of their ability to give satisfaction.

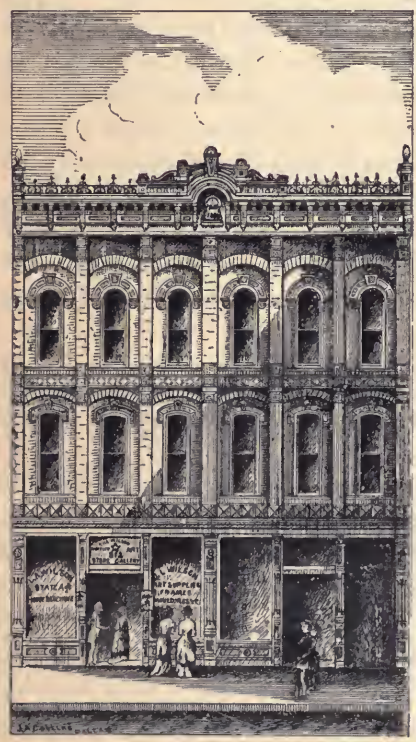
K. SHIELDS—DEALER IN WINDOW GLASS, WALL PAPER, PAINTS, OILS, BRUSHES, PICTURE FRAMES, MOULDINGS, WINDOW SHADES; FINE VARNISHES A SPECIALTY; NO. 633 ELM STREET.

One of the most attractive stores in his line and one which carries the most complete assortment of goods is the establishment of K. Shields, dealer in oils, paints, varnishes, window glass, etc., 633 Elm street. Mr. Shields has been in business here for twelve years, and in that time has had ample opportunity to study and learn the wants of the trade, and as he is possessed of the proper degree of business nerve and enterprise to meet them, the result is an establishment which is complete in all its equipments. He occupies a two-story brick building whose dimensions are 25x100 feet, and his stock, valued at $40,000, embraces a full line of window glass, wall paper, paints, oils, paint brushes, varnishes, etc., in short, everything usually kept in stock by large establishments of that character. In wall paper he has the latest patterns and most approved designs, his display in this line being especially fine. He makes a specialty of varnishes of every known kind, which he carries in stock. His house is headquarters for painters' supplies, and his stock of brushes includes every kind and of the best make. He employs four assistants, who are kept busily engaged receiving, pack-

ing and shipping goods to fill the orders from his numerous customers, who are not confined to Dallas, but live all over the surrounding country. His stock is being replenished daily by the receipt of new goods, embracing all of the latest improvements in such articles as he carries. Mr. Shields' character as a merchant and as a man is irreproachable, and he is numbered among the leading public spirited citizens of Dallas. His energy, enterprise and talent for business have made him a place in the front rank of the merchants of the city, and he is enjoying the fruits of a lucrative and honorable business, which, though large, are no greater than his merit deserves.

THE HOWE MACHINE CO.—L. A. Wilson, State Agent, 812 Elm Street.

This establishment, of which the people of Dallas well feel proud, is in every way worthy their generous patronage and support. Among the many advantages claimed for the "New Howe" sewing machine we would point out the following: It is the easiest to learn; there are no difficult complications about it; it is the lightest running machine made, hence produces less fatigue in operating, and is especially recommended by the medical fraternity on that account; it will do more work in a given time than any other machine; the shuttle is new and self-threading; the bobbin is large and holds an extra amount of thread, thus saving frequent filling; the needle is self-setting, and being comparatively short, carries a larger thread than other needles of the same size; the tensions are simple, perfect, reliable and can be easily adjusted without removing the work or breaking the thread; the best material is used in the manufacture of this machine, and it is constructed in accordance with the most advanced and approved mechanical principles. This machine will do all kinds of work, from the heaviest to the finest, performing all its work, whether plain sewing, hemming, tucking, felling or quilting, perfectly and completely. The wood-work is made of the finest oiled walnut, and besides being a most useful, is also a highly ornamental piece of furniture. The "New Howe" has attained a high degree of popularity throughout this section of country, and the annual sales in the State of Texas aggregate $50,000. It is recognized as the standard of superiority, and its popularity is daily increasing. Mr. L. A. Wilson, State agent for Texas, has been in this city four years, and is well and favorably known throughout the country as an honorable, upright and worthy citizen, who is justly entitled to the confidence of all who have business relations



with him. Our readers will find him a gentleman in every sense of the word, and worthy the liberal patronage of a generous public. The factory of the Howe Machine Co. is at Bridgeport, Connecticut, in which are employed a large number of hands and where thousands of these machines are made every year. The machines are shipped through the St. Louis branch office, 921 Olive Street, H. Brinsnade being manager of the Southern and Western States and Territories, which branch office is the most important one belonging to the company.

DeSTEFANO BROS.—Wholesale Dealers in all Kinds of Foreign and Domestic Fruits and Produce, and Commission Merchants, 405 Main Street.

The favorable facilities which Dallas enjoys as a distributing center of this part of the State, by means of her natural as well as acquired advantages for transportation and intercommunication, aided by the enterprise and ability of her representative merchants and commission houses, have given to the city a wide celebrity. Among the leading houses whose extensive operations have been largely instrumental in developing the growth of her commerce, none are more worthy of favorable consideration than that of DeStefano Bros., wholesale dealers in all kinds of foreign and domestic fruits, and produce and commission merchants, at No. 405 Main street. This firm was organized by its present members in 1874, and since that time their operations have always been characterized by that integrity and liberal policy, which has given to them the highest standing among their contemporaries in business circles. A large and comprehensive stock of fruits and produce is carried, and consignments of these are received daily, which may be obtained by retail dealers at liberal rates. Messrs. F. and A. DeStefano can be safely recommended to the trade and consideration of the public. In every respect the house may be regarded as a representative one.

TEXAS NEWSPAPER UNION—H. C. Jones, Proprietor, 930 Main Street.

This house was established in 1877, and beginning with two newspapers, has steadily grown to be one of the largest publishing houses in the South. It furnishes the ready prints to one hundred and two papers at the present time, and its list is still increasing. A great prejudice has existed in the minds of many people against what they call "patent outsides," but that prejudice is gradually disappearing before the intelligent observation of the reading public, which shows them how superior the "ready print" paper is to the average "all-at-home" country paper. The advantages offered Texas publishers by the Texas Newspaper Union over the houses in other States exist in the fact that it furnishes matter better suited to Texas papers, giving more Texas and Southern news, later foreign and Eastern news, and the express charges from Dallas to points in Texas are less than from Chicago, St. Louis and Atlanta houses. The sheets furnished are five, six, seven, eight and nine column folios, insides and outsides, and four, five and six column quarto insides. The standard width of the columns is thirteen ems pica. Texas publishers who desire to use the ready print will find it to their advantage to call on or address the Texas Newspaper Union. The members of the firm are thorough news-

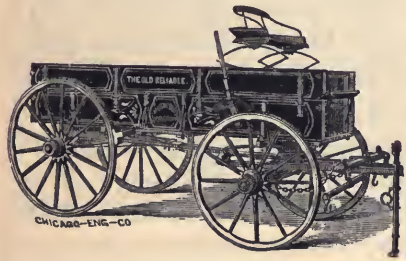
paper men, well acquainted with their business, active and energetic. The building was built expressly for the purpose for which it is used, and is a model house. It is a two-story brick structure, with basement fitted up for press room, and covers an area of 44x70 feet. They run three power presses, the motive power being furnished by a four horse-power Otto gas motor and a four horse-power steam engine. Fourteen assistants are employed in the composition and press rooms, three of them being ladies. Their press work is done in first-class style, and all their papers are clearly and well printed. Besides their auxiliary supplies, Mr. Jones keeps a full stock of job printers' materials, including presses, type, cases, material and job stock of all kinds. They handle presses of the best make and keep everything new and popular in the way of fancy job type, etc., all of which they sell at prices which defy competition. This house, in all its branches, is cordially recommended to our readers as a most advantageous one with which to deal.

THE TEXAS LAND AND MORTGAGE CO., LIMITED, (OF LONDON, ENGLAND)—C. E. Wellesley, General Manager.

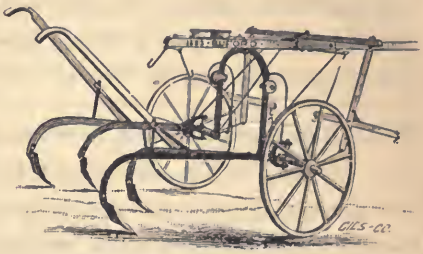
This Company possesses unlimited capital, and is prepared to make advances to any amount on unincumbered lands in any part of Texas. Their rates are most reasonable, and their success since their inception, two years ago, is sufficient guarantee of the satisfaction ensuing from all transactions with them. All communications relating to the business are promptly answered, and information cheerfully given.

ALDRICH & WORTHINGTON—Managers for Buford & George Implement Co., and Manufacturers' Agents for Wagons, Carriages, Buggies, Barb Wire and all Kinds of Machinery, for Texas, Arkansas, Mexico, and Indian Territory, Corner Elm & Sycamore Streets.

It is a principle of trade, as well as commerce itself, that the closer the consumer stands to the producer, the cheaper he can purchase the articles desired. The reason for this is so obvious that the maxim is axiomatic, and needs no explanation. The full force of this principle can be attained by those who have purchased machinery, agricultural implements, wagons, etc., from the well-known firm whose name heads this article. The members of this firm are Messrs. B. A. Aldrich and George Worthington, and they have been doing business in Dallas four years. They are manufacturers' agents for the Buford & George Implement Co., Kansas City, Mo.; Rock Island Plow Co., Rock Island, Ill.; Farmers' Friend Manufacturing Co., Dayton, Ohio; Winona Wagon Co., Winona, Minn; Fish Bros. Wagon Co., Fort Wayne, Ind.; Gate City Carriage Co., Winona, Minn. They deal directly with the factories, and the goods they sell are not packed, unpacked and re-packed, shipped and re-shipped, handled and re-handled, with an added per cent. every time they are touched, but when an order



is given them they send it to the factory direct, and the goods are shipped straight to the purchaser. In short, those who deal with them enjoy all the advantages that they would have in purchasing directly from the factory, with the additional advantage of having a larger variety of articles from which to select the one desired than they could possibly find at any one factory in the world. Of the wagons, implements and machinery handled by this firm it is useless for us to speak. The names of the manufacturers given above are a sufficient guarantee of the excellence of the articles produced, and are known over the civilized world. Messrs. Aldrich & Worthington are gentlemen of honesty and integrity in business, thoroughly enterprising and progressive, leaving no stone unturned in their efforts to increase their trade and widen the scope of their operations. They are gentlemen also of pleasing address and genial manner, and are as popular in social as in business circles. They have both had large experience in the business in which they are engaged, and their trade, which already aggregates $300,000 annually, is steadily increasing. This firm is recommended as one of the most pleasant as well as one of the most reliable in the city with which to establish business relations.



G. W. LOUDEN—Dealer in Second-Hand Goods; Furniture Exchanging a Specialty; 822 Elm Street.

This house carries a full line of goods, hardware, stoves, furniture, tinware, cutlery—in short, almost every kind of article made. Having bought all of them at second-hand and many at forced sale, the prices paid were in all cases very low, and the figures at which they hold them for sale are much lower than those for which the same goods could be bought at other establishments. Mr. Louden is a man of great experience in his business, and knows how to take advantage of every circumstance which enables him to buy at low figures. He has been in the business here eight years, and has established for his house a good reputation for square and honest dealing. He employs two assistants to aid him in attending to the wants of his large trade, which extends throughout the city and adjacent country. Persons going to housekeeping who desire to purchase an outfit cheaply, will do well to call and examine Mr. Louden's stock. He has many articles, especially such as stoves and furniture, as good as new, and for sale much cheaper than the prices asked for new goods, which are no better.

THE J. B. WATKINS LAND MORTGAGE CO.—No. 733 Elm Street.

This company loans money on land for long time, secured by mortgage, and is found to be of inestimable value to those who desire accommodations for longer time than granted by regular banking houses. The business was started in another State, by Mr. J. B. Watkins, in 1870. It was established in Texas in 1882, and is now incorporated, with Mr. J. B. Watkins as President. He is a thoroughly practical business man, and the company is strong financially. Mr. M. J. Dart, the

Texas Manager, has been with him for nearly twelve years, hence is thoroughly familiar with the business. Six persons, of whom two are ladies, are constantly engaged in the Dallas office, besides one attorney, who gives his entire attention, and some thirty men in the field, who give a considerable portion of their time to the business. Those who desire to borrow money on choice real estate security, will find it to their advantage to address the company, or call at their office, 733 Elm street, over Oliver & Griggs bank, where they will receive courteous treatment, and can obtain loans on favorable terms.

H. D. SEIXAS—Dealer in Stoves and House Furnishing Goods; Manufacturer of Tin and Sheet Iron Ware; 716 Elm Street.

In visiting the many splendid business houses of Dallas and examining into the particular merits of each, we have found none more deserving special mention at our hands than the establishment of H. D. Seixas, dealer in stoves, tinware, etc., 716 Elm street. Mr. Seixas occupies two stories of a building which covers an area of 25x100 feet, and has it filled with a well selected stock of stoves, both cooking and heating, tinware, household and kitchen furnishing goods of all kinds. He also manufactures all kinds of tin and sheet iron ware, which articles, as he employs none but skilled mechanics, he warrants to give satisfaction. This house enjoys a large trade, extending throughout the whole of Dallas county, and two assistants are constantly employed in filling the orders of customers. Mr. Seixas is a native of Charleston, S. C., and a gentleman of large experience in business, to which he gives his close and undivided attention. He keeps his establishment in apple-pie order, and no better display of goods is made at any store of the kind in the city. He is a gentleman of honor and probity, and worthy all confidence and support. His terms are liberal, considering the quality of goods he keeps in stock, and customers receive prompt and courteous attention.

E. A. WORDEN—Importer and Dealer in Guns, Pistols, Rifles, Trammel Nets, Fishing Tackle, and Sportsmen's Material, 734 Elm Street.

The headquarters for sporting materials, whether for the chase or for the piscatorial pastime, is the establishment of E. A. Worden, at 734 Elm street. This house was established sixteen years ago. Mr. Worden assumed the control eight years ago, and during the time he has been in business the proprietor has had ample opportunity to learn the wants of the trade, and having the proper energy and business enterprise, he succeeds in meeting all demands. He occupies a two-story brick building, which covers an area of 25x50 feet, and has it well stocked with a full assortment of guns, pistols, rifles, trammel nets, fishing tackle, rods, hooks, lines, cartridges and ammunition of all kinds,—in fact a complete line of sportsmen's material of every kind, and of the latest styles and most approved make. His trade is a good one, reaching past the environs of the city and far into the surrounding country. His stock is valued at $8,000, and is continually being replenished by the addition of all the latest improvements in his line. Mr. Worden has established a reputation for honesty and square dealing second to none in the city, and fully

merits the large trade he enjoys. He buys in large quantities, and sells exclusively for cash, so that his customers have the advantage of every circumstance that can conduce to low prices. This, together with Mr. Worden's high character as a business man, and his personal popularity, makes his business both lucrative to him and creditable to the city. Guns are made to order by him, and repairing of goods in his line is done in first class manner. None but superior workmen are employed and those that can be relied on to do satisfactory work. The terms of the house are most liberal, and all dealings most satisfactory to customers.

J. S. DOWNS—Staple and Fancy Groceries, Corner Elm and Pearl Streets.

A well ordered and honorably conducted grocery, where families can be always supplied promptly and with a class of goods that can be relied upon as fresh and first-class, is an important industry of a city. The one heading this sketch has been in existence about twelve years and has met the wants of the community to such a degree that it has had an increasing trade, and now does a business of about $40,000 annually. The trade, which is large, requires the stock to be often replenished, so that it is constantly filled with a fresh and desirable assortment of all staple and fancy groceries, tobacco, cigars, etc. Mr. Downs, the proprietor, came here from Woodville, Miss., and is a practical man in this business. He endeavors to meet the wants of all who desire first-class goods at fair prices, and prompt attention is given to filling all orders left with him. His reputation for taking great care in looking after the interests of his patrons is well established, and customers of many years ago are so well satisfied that they are his patrons to-day. We can cheerfully commend the house to the favorable consideration of all who want honorable treatment in this line of business. Farmers who read our work will find him a liberal purchaser of all country products, and they will do well to call on him when coming to Dallas on business.

HINCKLEY & SON—Dealers in Stoves and Tinware, Manufacturers of Hinckley's Patent Flue, Galvanized Iron Cornice, Window Caps, Etc., No. 411 Elm Street.

Among the combined manufacturing and mercantile establishments of Dallas none occupies a higher place than that of Hinckley & Son, manufacturers and dealers in stoves, tinware, cornice work, etc., at 411 Elm street. They carry a large stock of stoves, selected with a special view to the city trade, and embracing some of the handsomest articles in the way of cooking stoves and heaters now in the market. They also carry all kinds of tinware, and keep a fine supply of galvanized iron cornice, window caps, etc., which they sell at reduced prices. Their specialty is the manufacture of the "Hinckley Patent Flue," a metal chimney, invented and patented by Mr. Hinckley, Sr., and one which is becoming very popular with builders and owners of property, wherever introduced. Five hands are employed in the shops of this firm. They occupy a good location in the business part of the city, and their room covers an area of 25x80 feet. This firm has been doing business here for ten years, and has established a reputation for honesty, integrity and fair

dealing, second to none. The proprietors are practical men themselves, and give their full time to the management of their business, and the work turned out at their shops stands *par excellence* with that of any other shop in the city. A specialty of jobbing in cornice work, guttering, roofing and window caps, is made by this firm, and they are prepared to make estimates and contracts on all jobs in and out of the city. They can be relied on to fill all contracts to the letter, and in a most satisfactory manner.

RAINWATER & STEARNS—Dealers in Grain, and Proprietors of "Central Elevator," Nos. 402 to 404 Lamar Street.

Among the many and varied business enterprises of Dallas, one of the most important is the one conducted by the firm whose style heads this article. The house was established in 1875 and in 1883 they were burned out, but with indomitable pluck they rebuilt the same year, and are now doing the largest business in their line in Dallas, besides being sole owners and proprietors of the "Central Elevator" which is acknowledged to be one of the best in the country and the *only* one in Dallas. Their elevator and building are 42x60 feet in dimension and 62 feet in height, with an adjoining room 40x20 feet. The elevator has a capacity of 100,000 bushels and is run by an engine of 30 horse power. In its equipment and outfit it is in every respect similar to those of Chicago, St. Louis and the other great grain centers. Messrs. Rainwater & Stearns buy exclusively on orders, and possessing long experience and a thorough practical knowledge of their business, as well as having extensive business connections, they are enabled to offer inducements which few can duplicate. Mr. D. T. Rainwater is a native of Atlanta, Georgia, and Mr. A. W. Stearns of Kansas City, Missouri. Both gentlemen are well-known in and out of business circles, and are thoroughly identified with the city of their adoption. With their present facilities and the marvelous growth of Dallas, there is no limit to the future extension of their business.

FRANK WOLF—Manufacturer and Dealer in Saddles, Harness, Bridles, Collars, Etc., 408 Elm Street.

In recording the enterprises of a city we find some, who, by superiority of workmanship exhibited in the manufacture of their goods, have gained an established reputation among the people. In the harness and saddlery line we find Mr. Frank Wolf, located at No. 408 Elm street, worthy of mention in the history of our city. He carries a full and complete line of saddles, harness, col-

lars, bridles, halters, whips, and horse goods generally. These goods are of his own manufacture, and consequently he can guarantee them to be first-class in every particular, and just as represented. His terms are as liberal and low as first-class material and first-class work can be afforded. He was born in Germany; learned a thorough trade in Davenport, Iowa, and came here about eight years ago, a practical, efficient and industrious workman, and we are glad to know, has established a good business, and is worthy of the liberal trade he is enjoying. We are sure our readers will be satisfied with the work done here and be treated most courteously if they will give him a call.

GEO. A. WEBSTER—Dealer in Sewing Machines, and Needles, Oil, Attachments and Parts for all Sewing Machines, 701 Elm Street.

It needs no argument to prove that money invested in a sewing machine is as well invested as if put in a bank. The great labor saver has already entered nearly every household, thus enabling the family sewing to be kept up without recourse to extra assistance. Mr. Geo. A. Webster, located at 701 Elm street, is a general dealer in all kinds of machines, as he has established himself as a purchasing agent for the buyer, and has made his terms and prices with each manufacturer, so that he does not have to add to this price a large profit to pay salary to any one, and can afford to deal very liberally. Our readers need only call when coming to Dallas, or they can order by mail the kind of machine they want, and he will, as purchasing agent, order it at once, charging only his regular commission. He carries in stock a full line of attachments and parts of machines, as well as all kinds of needles, oils, etc. Usually he has on hand some good second-hand machines, that he has taken in from some party who wants one more fancy. These he sells at astonishingly low prices. He cleans and repairs machines, and no one need fear to transact business with a man who has such references to refer to as his circulars indicate.

HARRY BROTHERS—Wholesale and Retail Dealers in Stoves and Tinware, Queensware and Glassware, 629 Elm Street.

This firm began business here in 1876, and have from that time enjoyed an uninterrupted career of prosperity, extending their trade and widening the scope of their transactions, until at the present time they have an establishment and a patronage creditable to the city and profitable to themselves. The building occupied by this firm is centrally located and well fitted up for their business. It is 25x180 feet in area, and every available foot of space is called into requisition to accommodate the immense stock of goods carried, embracing a full line of stoves, tinware, queensware, glassware, fine table cutlery, and house furnishing goods of all kinds. Some of the finest and most popular brands of cook and heating stoves manufactured are handled by this firm, and as they buy in large quantities, and for cash, they are able to offer their customers inducements in the way of low prices not equaled by other houses. There is a manufacturing department connected with this establishment in which is manufactured all kinds of tin and sheet iron ware, and galvanized iron cornice work. They also make a galvanized iron flue for

stove-pipes, after a plan invented and patented by themselves. In this department fifteen to twenty hands are employed constantly, and kept busy in attending to the demands made upon the house by its numerous customers. The members of the firm are Messrs. J. D., D. C. and T. C. Harry, all of them practical business men, acquainted with every detail of the trade in which they are engaged, enterprising, active and progressive. They are men of great personal popularity, which, with their well-known reputation for honesty and reliability, has given them a patronage extending over the whole of Northern Texas and aggregating $75,000 annually. This house is cordially recommended to the public as a pleasant and profitable one with which to deal.

CHARLES MEISTERHAUS—General Agent Wm. J. Lemp's Beer, and Dealer in Ice, Corner Main and Broadway.

Wherever on the American continent beer is drank by the inhabitants, the fame of St. Louis as a beer producing city is spread, and nothing which we could say would add to it. Prominent among the producers of that delightful beverage in the "Mound City" is Wm. J. Lemp, and his fame and the fame of the beer which he makes is almost co-extensive with that of the city in which he lives. Certainly no other brand is so popular among Texas beer drinkers, and so great is the demand for Lemp's beer, that agencies have been established all over the State to supply the retail dealers with the foaming beverage, pure and reliable. The agent at Dallas is Charles Meisterhaus, and his headquarters are at the corner of Main and Broadway. He has been in the business sixteen years, and he knows it thoroughly. He has arrangements completed by which he receives his supplies from the brewery in the shortest space of time at frequent intervals, thus being able to furnish it to his customers fresh and nice every day. Large quantities of this famous beer are consumed in Dallas, where it always has been a favorite, and Mr. Meisterhaus enjoys a large and lucrative patronage. He also receives ice in large quantities, and keeps it for sale continually at the lowest price.

DALLAS PAINT AND COLOR WORKS—W. W. Young, President; Works, Corner Pacific Avenue and Preston Street.

Prominent among the manufactures of Dallas we may mention the above enterprise, as conducive to the good of the city, and filling a long felt want. This company is composed of some of the leading enterprising men of Dallas, with ample capital to carry on the business. Messrs. W. W. Young and H. Hamilton, members of the firm of Hamilton & Young, are respectively President and Treasurer, and Mr. F. K. McFarland, President of the Texas Machine Company, is Vice-President. The premises occupied on Preston street as a factory are 175x210 feet, and

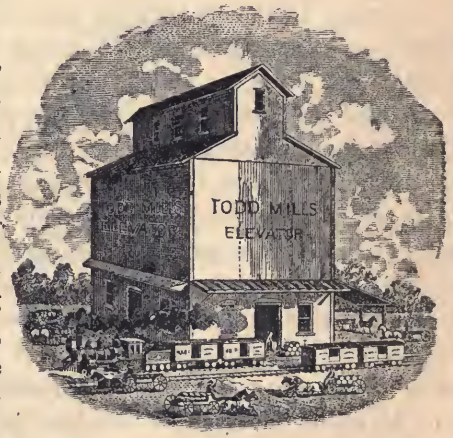
contain a twenty-five horse-power engine, two burrs, and all needed modern machinery for the production of their paints. The object sought for, and which has been fully attained, was to manufacture a paint that would stand the hot climate of Texas, Louisiana, Mexico, and the South, without flaking, still retaining its durability and beautiful glossy color, and which could be sold at a price satisfactory to the consumer. The paint is made in white, black, red, green, and all colors for interior and exterior painting of any desired shade. The paint is mixed and ready for use, and is sold by the gallon, in packages from one-eighth to forty gallons, and is guaranteed as follows by the company: "We guarantee the paint in this package will prove satisfactory to the purchaser when applied according to directions. Our guarantee embraces sufficient time to properly test the merits of the paint. Our friends, from whom this may be purchased, are authorized to protect this guarantee. Signed, Dallas Paint and Color Works." They also manufacture a first class article of fire-proof roofing paint, to which we would call special attention. We are glad to refer the readers of this volume to this manufactory, as we are sure the goods being manufactured expressly with a view to this climate are much superior to what is being sold as mixed paints shipped here from the North. The officers and managers of this factory are too well and favorably known in Dallas to need comment here; but to those who live abroad we will say that for a high standard of business honor and reliability no men anywhere enjoy more of the public confidence and esteem, and none conduct their business upon a higher plane of business honor. Correspondence with the company for price-lists, etc., will receive prompt attention.

F. T. JONES—(Successor to A. Oppenheimer & Co.), General Commission Merchant and Dealer in Grain, 101 and 103 Camp Street.

Among the many reliable and enterprising commission houses operating in Dallas none occupies a higher position than that of F. T. Jones, 101 and 103 Camp street. Mr. Jones has been in this business here but a few months, having succeeded the well known firm of A. Oppenheimer & Co., but being a man skilled in business, and understanding the wants of the trade, he has already made a place for his house among the leading commercial institutions of the city. His place of business is well located and the building he occupies large and well fitted for his business. Four assistants are steadily engaged in attending to the wants of patrons, and the trade of the house extends over the entire State. Mr. Jones deals largely in grain of all kinds, of which he carries a large stock. He makes a specialty of rust proof oats, filling all orders for that article promptly. Liberal advancements are made on consignments, and country merchants and planters will find all goods consigned to him handled with judgment and discretion, and returns promptly made. Mr. Jones is a gentleman of character and probity, possessed of an enterprising and progressive spirit, and his business is conducted upon principles of liberality and equity alike to purchaser and consignor. He begs to refer those who desire to make consignments to the American National Bank, and Adams & Leonard, bankers, Dallas. There is not in the city, nor indeed in the State, a house more worthy the confidence and patronage of the public.

S. H. COCKRELL & CO.—Proprietors Todd Mills; Manufacturers of Full Roller Process Flour; Foot of Pacific Avenue.

This mill was established in 1875, and has been one of the leading institutions of its kind in the city. The mill building is 40x65 feet in area, with an engine room 25x50 feet attached. The motive power is furnished by two engines, one twenty-five, and the other one hundred and twenty-five horse-power, supplied by two fifty-four inch, sixty-five flue boilers, twelve feet in length. The full roller process is used in the manufacture of flour, and they make as fine a quality as can be found at any mill in the country. They have a capacity of 250 barrels a day, and owing to the immense popularity of their flour, they enjoy a steady run at all seasons. The *personnel* of the firm consists of S. H. Cockrell, F. M. Cockrell & Mitch. Gray, all gentlemen well known in the city and throughout the surrounding country for their enterprise and activity in business, and their genial manner and courteous bearing in private life. In connection with their mills, the same firm have also an elevator, 36x45 feet in area, and with a capacity of 40,000 bushels. This gives this company an immense advantage over their competitors who are not so well fixed, as it enables them to buy wheat when it is at its lowest, and store it away to be ground when wanted. Twenty men are employed and find steady work here, and the trade of this company extends throughout the whole of the State of Texas, aggregating a large sum annually. Mr. Mitch. Gray, the purchasing agent of the concern, is a native of Illinois, a man of experience in business, and one who understands the manufacture of flour in all its details. The fame of these mills is widespread, and they produce some of the most popular brands of flour in the market. Farmers having wheat for sale can always find a market for it here, where they will receive the highest cash price for a first-class article. Mr. F. M. Cockrell, the business manager, is a native of Texas, and has been a city official of Dallas for several years.



THE MERCANTILE AGENCY OF R. G. DUN & CO. (ESTABLISHED 1841)—GEO. OSMOND, MANAGER, WEST SIDE PEYDRAS, BETWEEN ELM AND MAIN STREETS.

The importance of the line of business carried on by Messrs. R. G. Dun & Co. can scarcely be estimated, so extensive are its ramifications and so important its bearings on the trade of every city. By means of the information which they furnish to their subscribers, many of their patrons are saved heavy losses by being prevented from opening undesirable accounts; their records disclose the career of the unsafe and unscrupulous dealers, while confidence is promoted between the jobber and the reliable and deserving merchant. The Dallas branch was established in 1875, and has since its opening retained the confidence and support of the wholesale trade and bankers. With the growth of the city its list of patrons has increased, and now numbers quadruple the original list, and still increasing. This fact is due largely to the exactness and accuracy of its reports, and the efforts made to meet all demands upon the agency, as well as the great energy and long experience of the present manager. No trouble or expense is spared that will add to the efficiency of the service, and under the able direction of Mr. Osmond, the manager, the influence and value of the agency is rapidly increasing, the interests of subscribers being closely looked after by him. The agency also does a collection business, having unusually good facilities for handling claims; they are represented by reliable attorneys in nearly every town, and their perfect system produces most excellent results to clients.

CHAS. G. ECKFORD—WHOLESALE AND RETAIL DEALER, AND MANUFACTURER OF CARPETS, OIL CLOTHS, MATTING, AND GENERAL INTERIOR HOUSE DECORATIONS, 728 ELM STREET.

Among the many houses in Dallas that have gained immediate popularity, and made for themselves reputations for enterprise and activity in a short time, none has been more startlingly successful than that of Chas. G. Eckford, 728 Elm street. Probably the fact that he manufactures his own wares has had something to do with the rapid growth of his business, for the people of this enterprising town are swift to see their own interests, and understand and appreciate the fact that manufacturing establishments add more to the growth of the city than any other kind. But be that as it may, Mr. Eckford is the possessor of that happy faculty which enables him to recognize the opportunities offered, and he is also possessed of enough nerve and progressiveness to take advantage of them. It is, therefore, not at all surprising that, though he has been in business here but eight months, still he has established a trade that o'erleaps the confines of city and county, and occupies as its proper arena the whole State. He is well located in the business part of the city, and occupies a two-story brick building, covering an area of 25x100 feet. The lower story is the salesroom, and in it is found a full and complete assortment of carpets, oil cloths, mattings, drapery goods and trimmings, furniture coverings, upholsterers' supplies, lace curtains, window shades, cornices, poles, and interior house decorations of all kinds. His carpets embrace everything of the carpet kind,

from the handsomest "Wiltons," Moquettes," velvets, "Body Brussels," "Tapestry Brussels" and "Ingrains," which he has in the handsomest designs, down to the cheapest hemps. He makes a specialty of store shades, and carries a large line of them, of the best make. His stock is a valuable one, and is daily being replenished by the receipt of new goods, embracing the latest and most fashionable patterns. Five assistants find constant employment in attending to the demands of his growing trade. Mr. Eckford came here from Georgia, and although he has been with us but a short time, has firmly established himself as one of our leading business men and best and most public spirited citizens. He is worthy and reliable, and we cheerfully recommend him to the patronage and support of our readers.

COLE & WHITE—Land and Collecting Agents, 610 Main Street.

Active, energetic and reliable real estate agents are of inestimable value to a city, and especially one which is growing as rapidly as Dallas. In advertising their business to the world they advertise the city, and the capital which they attract all goes to build up and add to the general prosperity of the city. Dallas has many enterprising and progressive real estate men, but there are none whose activity, energy and reliability entitle them to take precedence of the firm whose name heads this article. This firm deals in lands of all kinds, timber or agricultural, either city or country, and also attends to the collection of rents and payment of taxes for foreign holders. They also investigate and perfect titles to land, and furnish abstracts on application. G. C. Cole and Z. T. White, who compose the firm, are both gentlemen of high character and undoubted integrity, and any interest entrusted to them will be carefully guarded and faithfully performed. Mr. Cole, who is a practicing attorney, has made a specialty of the land law, and is thoroughly conversant with all the essentials to a perfect title under the laws of the State. These gentlemen solicit correspondence with persons desiring either to buy or sell land to make collections or to oversee property.

PRATHER, ARDREY & EWING—Fire and Marine Insurance Agency, 741 Elm Street.

If long continued success and prosperity may be taken as a standard by which to judge of the merit of any commercial institution, then the house named above is entitled to the first place among similar establishments in the city, for it is the oldest of them all. The firm was formerly Carnes & Ewing, the present firm succeeding to the business in August, 1884. They do a general fire and marine insurance business, representing the following well known first-class companies: Ætna, of Hartford; Hartford, of Hartford; National, of Hartford; Insurance Company of North America, of Philadelphia; Underwriters' Agency, New York; German American, New York; Liverpool and London and Globe; St. Paul Fire and Marine; North British and Mercantile; Lancashire; Scottish Union and National; Edinburgh and London; North British Fire and Marine; Hibernia Insurance Co., New Orleans. W. H. Prather, A. C. Ardrey and H. F. Ewing compose the *personnel* of the firm. They are all gentlemen of well known character and intelli-

gence, honest, upright and liberal in business, and the patronage they enjoy is a deserved tribute to the reputation they bear for reliability. Mr. Ewing was a member of the firm which preceded the present one. He has enjoyed the patronage of many of the wisest and most discreet business men in Dallas, and the alliance lately formed is not one that is calculated to lessen in any degree the popularity of this old and reliable establishment. Persons having property to insure cannot do better than to place their risks with these gentlemen, who not only represent some of the best companies in existence, but who are also genial and pleasant men with whom to transact business.

DALLAS IRON WORKS—Phelan & Co., Proprietors, Corner Ross Avenue and Orange Street.

These works, founded in 1874, without capital, have come to play an important part among the active, industrial and commercial houses of the city. The proprietors of the establishment are William Phelan and F. P. Phelan, both of whom are thoroughly practical machinists and understand their business in all its departments. They carry on a general foundry and machine shop business, making and repairing engines, boilers and machinery of all kinds. They also deal in second hand machinery of every description, having a number of engines, repaired and fixed up as good as new, in their shops for sale at all times. Their foundry is an iron structure, 36x75 feet in area, and they have three other buildings, one 40x60 feet, one story; one 20x176 feet, one story; one 30x40 feet, two stories, which they use for shops, work rooms and warehouses. In this establishment is also some of the largest and most complete machinery for their business to be found in the State, including a lathe, with forty-eight inch swing, and a planer 30x30x10 feet. Ten men are employed by this firm, and are kept steadily engaged in attending to the large demands made upon the shops. Messrs. Phelan & Co. have a widespread reputation among mill and gin men and machinery dealers generally for first class workmanship, and it is a well known fact that no piece of work is allowed to leave their shops that is not well done. Three inventions have been patented by the members of this firm and are now in general use and of great value. The fact is they are natural mechanics and in preparing or repairing machinery they are able to make it in the best possible and most perfect manner. The Messrs. Phelan are father and son, William,

the father, having been born in Ireland, and the son in St. Louis, Mo. They have been in this city since 1873, and are well known to the people of Dallas as men of integrity, energy and enterprise in business, and as most skillful and trustworthy mechanics. That they have been successful is due to their own efforts only, and their business, which is now a large and lucrative one, has been built up by honest, faithful industry. This establishment is recommended to the public as one in every way worthy their patronage and support.

TEXAS MUTUAL AID AND ENDOWMENT ASSOCIATION—ALLEN M. HALL, SECRETARY; OFFICE, 723 MAIN STREET.

While likely to be ignored, in summing up the commercial or manufacturing interests, resources or advantages of a community, the insurance business has yet a vital bearing on the interests of citizens which fully entitles it to a consideration in this work. In insuring, the first thing to be considered is, what companies are conducted upon the most equitable and honorable plan. Among the officers and directors of the Texas Mutual Aid and Endowment Association are some of the ablest and most reliable men of our State. It is chartered under the laws of Texas and offers the most perfect security as well as the cheapest insurance to be obtained. The fact that a majority of the independent companies are erecting large and handsome buildings and paying large salaries to officers is sufficient evidence that the mutual plan is the best and cheapest, and such associations need only be managed by men of well known integrity to become popular. The management of the company under discussion, since its organization, recommends it to the favorable consideration of all who desire insurance, and the Secretary will furnish to correspondents undoubted evidence of the advantages they offer over the old plan. Agencies may be obtained in any part of the State upon application to this home office. The policy holders of this company are well satisfied, losses by death are speedily settled, and the affairs are managed upon an honorable basis, fair alike to the company and its patrons.

C. H. CLANCEY—MANUFACTURER OF SHIRTS AND UNDERWEAR, 612 MAIN STREET.

Among the mercantile houses in the city which manufacture their own wares, that of C. H. Clancey, manufacturer of shirts and underwear, 612 Main street, occupied a prominent place. This house was established in 1879, and has enjoyed a most prosperous career, with the exception of having been entirely destroyed by fire a few years ago. Mr. Clancey is a man of large experience in the business in which he is engaged, having been engaged in it a great many years. He uses the best material in the manufacture of his goods, and the shirts which he turns out are noted alike for the excellent quality of the material and the neatness of their fit. Two male and twenty-two female assistants are employed, all of whom, with the twenty sewing machines in his work room, driven by steam, are kept busily at work to fill the numerous orders for the popular articles which they make. The stock carried by Mr. Clancey, consisting of shirts and underwear already made and material not yet made up, is valued at $4,000, and his annual sales aggregate

$20,000. His traveling agents, who are on the road all the time, sell his goods all over Texas, Louisiana and New Mexico, and his trade, now large, is daily increasing. Mr. Clancey is a native of Michigan, but has resided in this city ten years. He is well known as a man of enterprise, energy and honesty, and his large and growing business is due to this fact. He is courteous and polite to all who enter his place of business, and is deserving of all the patronage which a generous public may shower upon him.

HENRY LOEB—Grocer, Cotton Factor, Grain, Hides and Wool, and Commission Merchant, and Dealer in Liquors, Tobacco and Cigars, Corner Camp and Lamar Streets.

Among the many worthy and reputable houses in the city of Dallas doing a general commission business, it gives us pleasure to mention particularly the well known and popular establishment of Henry Loeb. Mr. Loeb has been in business here for fifteen years, and no house in the city bears a higher reputation for honesty, integrity and reliability than his. He deals extensively in cotton, and does a general commission business, allowing the most liberal advances on consignments and assuring the highest market prices for all articles consigned. He also deals in groceries, liquors, tobacco and cigars, of which he carries a large and complete assortment. His stock of groceries embraces a fine line of sugars, teas, coffees, syrup, spices, canned goods, meats and flours, in short everything in the staple and fancy grocery line. Among his liquors and cigars are some of the finest and most noted brands, domestic and foreign, known to the market. Of tobacco he keeps every kind, both chewing and smoking, from the lowest to the highest grade. He buys in large quantities and for cash, and is, therefore, able to offer all classes of goods to his customers at the very lowest prices. This is a most advantageous house with which to establish business relations and it is cordially recommended to our readers.

ARTHUR CAIN—Livery, Feed and Sale Stables, 703 and 705 Commerce Street.

One of the best known and most thoroughly popular livery establishments in Dallas is that of Arthur Cain, 703 and 705 Commerce street. Mr. Cain, who is a Frenchman by birth, has been in Dallas ten years, and most of the time has been engaged in running a line of hacks in the city. In 1883 he determined to go into a general livery business, and so, in September of that year, he opened up at his present stand. Being thoroughly acquainted with the people of Dallas, and knowing their wants in the livery line, Mr. Cain soon made his stable prominent and popular by keeping such stock and such vehicles as he knew the people wanted. He has nineteen horses, numbering among them some of the fastest flyers in the city, both under the saddle and in harness; his buggies, carriages and hacks are new and first class, and he and his employes are polite and attentive to all who have dealings with them. As a boarding stable this is the most popular in the city, and from twenty to thirty horses belonging to other parties are kept there all the time, as it

is known that they will be well fed and attended to, and that the charges are extremely moderate. Mr. Cain also receives consignments of stock for sale, for which he guarantees the highest market price to the owner. The building used by Mr. Cain is 75x75 feet in area, well located, and admirably fitted up, both for the convenience of the employes and the comfort of the stock.

HENRY & GUBER—Proprietors Trinity Cigar Factory, 605 Main Street.

About one year ago this firm succeeded the long established, well known and widely popular firm of Betterton & Co., who had long occupied first place among the cigar manufacturers of the city. In succeeding to the business, the new firm recognized the fact that if they retained the patronage of their predecessors, they must keep their stock up to the same standard of excellence adopted and adhered to by the old firm. They have done this, and more, they have increased their stock and added improvements here and there, and they have been rewarded in seeing their trade steadily advance by the accumulation of new customers, while they lost none of the old. The room occupied by this concern is 25x90 feet in area, and divided into two compartments. In the front is the salesroom, while the back is fitted up for a factory. In this department fifteen hands are employed, and kept busily at work at all seasons in manufacturing cigars to meet the demands made by the large and growing trade of the house. This trade extends to all parts of the State, and aggregates $30,000 per annum. This firm manufacture some of the best brands of cigars now in the market, and their goods enjoy a widespread popularity among lovers of the weed throughout the State. They work the best stock and keep up the popularity of their goods by maintaining their quality. In addition to the manufacture of cigars they also deal in tobaccos, both chewing and smoking, and carry a fine line of smokers' articles, embracing fine meerschaum pipes, cigar holders etc., which they sell cheap. The firm is composed of S. W. Henry and A. W. Guber, the latter being the practical man of the firm, and the one who conducts the business. Mr. Guber was a member of the firm of Betterton & Co., and has been raised in the cigar business, never having been in any other. He is a young man of sound discretion and rare good judgment, and he conducts the affairs of the house upon principles of the broadest liberality and integrity. Every one who enters this house will receive the kindest and most courteous treatment, and it is recommended as one of the most pleasant in the city with which to deal.

NOVELTY IRON AND BOILER WORKS—J. Wester, Pres't and Treas.; W. Wester, Sec'y; Corner Austin Street and Ross Avenue.

In a history of the advance and development of Dallas, with reference to commercial affairs, the Novelty Iron and Boiler Works occupy a very prominent position, as conducing in no small degree to the present mercantile and manufacturing importance of this community. These works are situated at the corner of Ross

Avenue and Austin Street, and in addition to repairing engines and manufacture of boilers and tanks of all kinds, keep a large stock of brass goods, rubber hose, sheet-lead, gas fixtures, bath tubs, etc., and do plumbing and gas, steam and water fitting. A specialty is made of lard, oil and water tanks, and sheet-iron work of all descriptions. The trade is increasing from year to year, and reaches out into adjoining counties. The company are prepared to make estimates on work in all parts of the country and sends practical and competent workmen to execute all work given them. In the steam and gas fitting line this enterprise is recognized as being the headquarters for efficient and practical work, and the terms are as low as perfect and satisfactory work can be done at. Mr. J. Wester is the President and Treasurer of the company; Mr. W. Wester, Secretary. The policy of the management of these works from the first, has been a liberal and a just one, the natural result being that no similar enterprise in the city is regarded with greater favor or respect.

THE G. W. BORLAND PUBLISHING CO.—J. K. CHURCHILL, MANAGER, 906 ELM STREET.

The home office of this house is at Chicago, but it has branch establishments all over the country, and its fame and popularity are as wide as the continent. The works published are popular subscription books, which are sold by agents in every State and Territory in the Union, and which comprise the works of some of the most popular standard authors. The Dallas branch was established in 1883, and is headquarters for Texas, Arkansas, Louisiana, Kentucky, Mississippi, East Missouri and Southern Illinois, New and Old Mexico. Mr. J. K. Churchill, the manager, is an able and experienced business man, and the sales of the house throughout the territory under his jurisdiction have been phenomenal. He has an able coadjutor in Col. D. Hackett, who appoints agents throughout the territory and has the general supervision of their work. He is an energetic and upright business man, using sound judgment in all transactions. Ten thousand books were sold through the Dallas house during the last year, and the future gives promise of still greater success. Those desiring an agency from the house should correspond with the manager, Mr. J. K. Churchill. They are contemplating the removal of the general office from Dallas to St. Louis, the better to handle the large field now occupied. No less work will be done in Texas, however, and an office will be continued here.

HUEY & PHILP—WHOLESALE DEALERS IN HARDWARE, IRON, STOVES, TINWARE, CORNICE WORK, WOODEN WARE, CROCKERY, GLASSWARE, ETC., 647 AND 649 ELM STREET.

Occupying a foremost place among the large wholesale establishments which have made Dallas the greatest commercial center in the State of Texas, is the well-known house of Huey & Philp, at 647 and 649 Elm street. It would be a work of supererogation for us to tell the people of this city and State the history of a firm whose name is to them a familiar household word, but the size and character of the establishment and the nature and importance of the business they do, makes it incumbent upon us, in writing of the mercantile and manufacturing houses of Dallas to give it more than a mere passing notice. The *personnel* of the firm is

Mr. J. Huey, of Corsicana, and Mr. S. Philp, of Dallas. These gentlemen have been doing business here for twelve years, and during all that time have maintained a reputation for honesty, liberality and business probity, scarcely equaled by houses anywhere, and surpassed by none. They carry a full line of hardware, iron, wood work, wooden ware, stoves, tinners' stock, crockery and glassware, and they manufacture galvanized iron cornices, and all kinds of tin and sheet iron work. Among their stock of stoves are to be found the latest improved cooking stoves and heaters, and the handsomest articles in this line that are manufactured at the present day. They are proprietors of the celebrated "Excelsior Stove," of which they sell a great number and are agents for the "Charter Oak Stoves" also. They also make a specialty of wire fencing, being the agents for Scutt's Barbed Wire. Their stock is the largest in North Texas, being valued at $60,000 and their trade extends throughout the entire State. They are located in the heart of the business part of the city, and occupy two stories of a building which covers an area of 50x180 feet, also a basement 25x80 feet, thus giving them a storing capacity of 18,000 square feet. Personally these gentlemen are well-known and well-liked for their pleasant, genial manners, and many kind and generous acts. They are among the most public spirited citizens of Texas and richly deserve the popularity and success which they enjoy.

MRS. M. A. CURTIS—Dressmaker, Over the Postoffice.

We should be remiss in our duty did we publish this work without having in it a representative of those institutions which have for their object the adornment of the female figure. "Beauty unadorned is adorned the most," is a very pretty sentiment—in novels—but the eye of the nineteenth century finds more delight in beauty adorned in handsome and stylish, well-fitting garments. First among the dressmakers of the city, both by reason of popularity and artistic worth, is Mrs. M. A. Curtis, over the postoffice. Mrs. Curtis is a most skillful and accomplished artist, and her establishment enjoys an enviable reputation for making stylish and neatly fitting garments. She makes a study of the newest styles and patterns, and keeps up with all the latest fashions. She employs none but the most reliable and trustworthy assistants, and all the work she does is well done. She enjoys a large and lucrative patronage, which is, however, no larger than she deserves, and her establishment is cordially recommended to our readers.

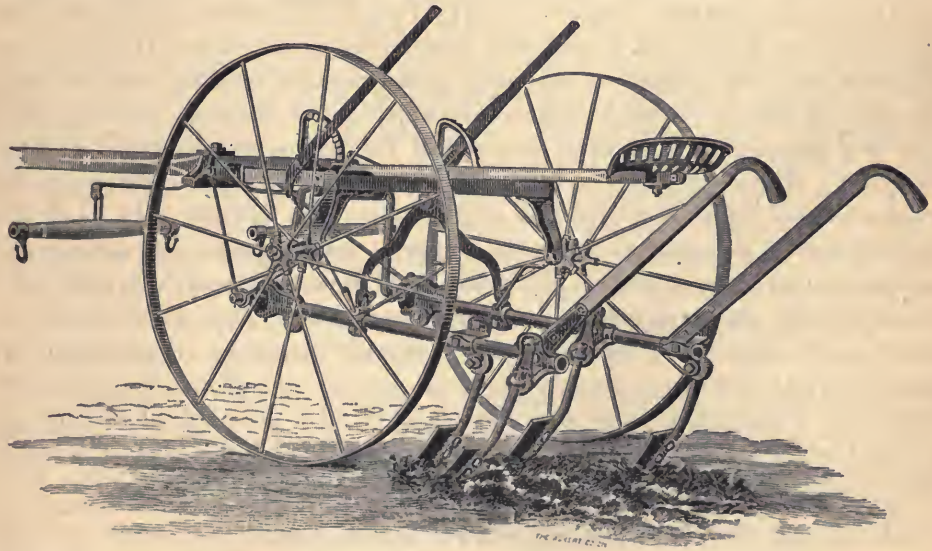
A. METZLER—Commission Merchant and Wholesale Dealer in Grain and Produce, 906 Elm Street.

In recording the various business interests of any community, we always take pleasure in giving particular notice to those men and those firms who have by their active energy and progressive enterprise made places for themselves among the leading commercial houses in a short space of time. Therefore, following our inclination in this regard, we desire to make mention with somewhat more than usual particularity, of the grain, produce and commission house of A. Metzler, 906 Elm street. Although he has only been in business since May 1884, Mr. Metzler has already established an extended reputation for his house and built up a trade

that extends all over Texas and into Arkansas, Louisiana, Kansas, Missouri and Michigan. Particular attention is given to the sale of cotton, grain and country produce. Transacting a commission business in its strictest sense, this house has no personal interests that can conflict with those of its consignees, all of whom receive the full benefit of its vast opportunities for knowing and dealing with the best market. Mr. Metzler is a native of Prussia, but has lived in Dallas for a number of years, and is a gentleman of unimpeachable integrity, stands deservedly high in the esteem and confidence of the community, and is justly entitled to a prominent position among the representative business men of the city. He makes liberal advances on consignments and prompt returns in all transactions. He solicits correspondence, and those who desire reference he begs to refer to Oliver & Griggs, bankers; Sanger Bros., wholesale dry goods; Schneider & Davis, wholesale grocers, all of Dallas. This house is cordially recommended to the confidence and patronage of our readers.

EMERSON, TALCOTT & CO.—MANUFACTURERS OF AGRICULTURAL IMPLEMENTS, ROCKFORD, ILL.; J. M. WENDELLKEN, MANAGER FOR TEXAS, 837 AND 839 MAIN STREET.

Prominent among the firms of the United States that manufacture agricultural implements is that of Emerson, Talcott & Co. The factory of this company is located at Rockford, Ill., where many hands are employed and a large number of



implements turned out annually, to be sold to the farmers, not only of America, but many of them also going abroad to fill the demand made for them in foreign countries. Texas, with its great expanse of agricultural territory, presented an excellent field for the sale of implements such as this firm manufacture, and so a branch house was established in Dallas, with J. M. Wendellken manager. The building occupied by Mr. Wendellken is a three-story brick structure, 50x100 feet

in area, and the whole space of the three stories is used for the purpose of storing away the immense number of implements carried in stock. Mr. Wendellken, who is a thoroughly live, energetic business man, has pushed the trade of the house until now they sell machines all over Texas and far into Mexico. The machinery handled consists of threshing machines, mowers, reapers, grain drills, cultivators, etc. The "Standard Cultivator," which they manufacture, with all its attachments, especially the attachment for planting corn and cotton, is the most perfect piece of machinery of the kind ever made, and the farmers and planters show their appreciation of a good thing by purchasing the "Standard" in large quantities. Six assistants are employed by Mr. Wendellken to aid him in attending to the wants of his trade, in receiving and shipping goods. The advantages of an establishment of this kind to a community so largely agricultural as this are inestimable. It enables every farmer and planter to procure labor-saving machinery at factory prices, thus saving them thousands of dollars annually, and keeping a great deal of money in the community that otherwise would be sent away to add to the profits of retail dealers in other cities. Mr. Wendellken conducts his business upon advanced principles of enterprise and liberality, and merits the large trade he enjoys, not only because of the undoubted excellence of the machinery he sells, but also because of his genial manner and courteous bearing toward his patrons.

LAWRENCE'S COMMERCIAL COLLEGE—Corner Elm and Sycame Streets.

This college was established in 1874, by Prof. E. B. Lawrence, and now occupies front rank among the educational institutions of the city. The Lawrence College is especially adapted to preparing young men for entering upon commercial pursuits, teaching those branches only which are of practical benefit in business, and wasting no time upon impractical theories or the study of abstruse questions. It has the power to confer degrees, and some of the most successful business men of Dallas bear diplomas of graduation from its halls. Mr. Lawrence, the President of the institution, is a man of great learning and rare ability, and possessed, to an eminent degree, of the faculty of imparting knowledge to others, a faculty without which no teacher can ever become great. The school is well conducted, as is evidenced by the fact that it is steadily increasing in patronage and popularity, and bids fair to become one of the greatest educational institutions in the South. Parents desiring to send their children to a good school should send to Prof. Lawrence for catalogues, which will be sent to any address free. The school offers inducements unequaled by any similar institution in the country.

T. BILLINGTON—Furniture, 639 and 641 Elm Street.

Within the last decade the manufacture of furniture and cabinet making has greatly advanced, both in extent of production and improved facilities, while in point of taste the progress has been fully as great. Formerly the plainest furniture was good enough for our new State, but at present public opinion expresses a desire for as fine goods as are made, and hence men of enterprise and ability have entered upon this branch of trade. A leading house in Dallas is that of T. Billington,

located as above noted, as the place where all styles of furniture can be found, from the plainest to the most artistic. The house was established nine years ago, has stood at the head of the trade and provided our people with first-class goods and new styles as they have come into the market. An immense store, 50x200 feet, built in a most substantial manner, is occupied, two floors of which are used to store their stock, the value of which cannot be less than $40,000. Mr. Billington is a large and extensive dealer, with a trade reaching out over the entire State, and it is yearly increasing. Much credit is due him for the vigor manifested in keeping pace with the increased demand of the trade. The stock is noted for elegant designs and finish, having the elements of durability combined with attractive appearance and usefulness. Those desiring first-class furniture and artistic decorations will find their interests greatly conserved by formings busines relations with Mr. T. Billington, whom they will find a fair and honorable dealer, as well as a liberal one to his patrons.

MRS. J. E. BURNETT—Manufacturer and Dealer in All Kinds of Pumps, Gas and Steam Fittings; H. C. Reed, Manager, 811 and 813 Main Street.

This house was established in 1875, and is one of the most widely known in the city. The stock is large and complete, embracing all kinds of pumps, plumbing, gas, water and steam fittings, copper lightning rods, etc., many of which articles are manufactured at this establishment. A competent force of skillful plumbers and fitters are employed here, and all kinds of work in that line are done in the best style and at the lowest prices. Mr. H. C. Reed, the manager, is a practical workman, of great experience, and understands the business thoroughly in all its departments. The business of the concern is conducted upon principles of the most advanced enterprise and liberality, and the success with which it meets is but a proper testimonial to its merits. This house is cordially recommended to our readers as entirely worthy their full confidence and most generous support.

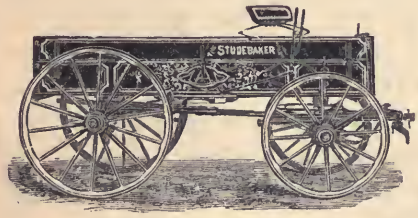
DALLAS PAPER AND BAG WAREHOUSE—H. Elsas & Co., Wholesale Dealers in Printed and Unprinted Manilla Wrapping Paper, Paper Bags, Twines, Stationery, Flour and Grain Sacks, Straw and Gray Rag Paper, Butter Trays, Etc., 737 Elm Street.

These gentlemen have only been in business in this city six months, but so well-known have they become to the people throughout the State, that they scarcely need a word of introduction at our hands. Short as has been their stay among the people of Dallas, yet so great has been their activity, so outreaching their enterprise, that their reputation as wholesale dealers is not confined to the city or the county, but reaches throughout the State. They occupy a two-story brick building, covering an area of 25x75 feet, and they have it well stocked with a full and complete assortment of all grades of manilla wrapping paper, which they furnish either printed or unprinted, paper bags, twines, stationery, flour and grain sacks, straw and gray rag paper, butter trays, in short, every conceivable article carried by houses in their line. They make a specialty of the best quality of

machine-made satchel bottom bags for grocers, which they have in all sizes and sell at the lowest figures. They carry a stock valued at $10,000, and they and their three assistants are kept busily employed selling, packing and shipping goods. The members of the firm are Messrs. Herman Elsas and Rudolph Liebman, who came to Dallas from Atlanta, Georgia. Personally, as well as in a business way, these gentlemen are pleasant, affable and upright and persons desiring anything in their line will find it pleasant as well as profitable to deal with them. Their short stay here has been long enough to prove them earnest, active and reliable, and if their success in the past is any index of what the future holds in store for them, they will not only reap bountiful success, but will make a place for their house in the front rank of the business establishments of the city and State.

JOHN S. WITWER—General Agent and Dealer in Studebaker Brothers' Freight, Farm and Spring Wagons, Carriages, Buggies, Etc.; Agent for Buford's Plows; 711 Elm Street.

The Studebaker wagons stand preeminently high in every State of the Union for their adaptability to business as well as for the superior and careful workmanship that has been put upon them. No wagons are sent without careful inspection and in a perfect condition, so that any man may feel safe, wherever he buys, of getting a wagon that cannot fail to suit. Mr. John S. Witwer is the general agent and dealer at Dallas. He handles the freight, farm and spring wagons, carriages, buggies and all vehicles that may be desired. He is an old and well-tried agent in Dallas, and has been found, after twelve years' trial, to be a man of his word, and one who sells goods on fair and honorable representations. He also deals in other implements; corn-shellers, plows and wrought iron fencing and crestings. He occupies the two-story building at 711 Elm street, and there can be found at all times a stock of from $10,000 to $15,000 in value, from which to select, embracing all the varieties demanded by the Texas trade. Little need be said of this establishment, as the universal reputation of the goods handled by Mr. Witwer is sufficient guarantee that he aims to sell only the best, and being agent, can and does sell at the very lowest rates to be procured. In conclusion, it is but just to remark that, with the numerous advantages possessed by him, Mr. Witwer is prepared to compete with any of his contemporaries in the country in the terms and inducements offered to buyers as well as in the quality of goods sold.



THE BRADSTREET MERCANTILE AGENCY—(Central Office for Northern Texas); Sidney Tabor, Superintendent, 735 Main Street.

The value of commercial agencies by which those engaged in mercantile pursuits can obtain reliable information in regard to the financial standing of the houses and firms with whom they deal, is of incalculable benefit. They aid in establishing the credit of worthy and reliable houses, and in pointing out and exposing fraudulent and swindling firms of all kinds. The leading agency of this

kind in America is the Bradstreet, which was established in 1849, and which now has offices in all the principal cities of the United States and Canada, in London, England, and also correspondents throughout Europe, Australia, and in almost every town and village in America. The Bradstreet is the most complete agency of the kind in existence to-day, and the almost perfect facilities which it has for the collection of data makes the information which it imparts to its subscribers entirely reliable in every particular. The Dallas branch of the Bradstreet Mercantile Agency was established some years ago, and has made rapid advances, until now it has a large list of subscribers, numbering among them some of the best firms and business houses in the city, and ten assistants are required to aid the manager in doing the work. Mr. Sidney Tabor, the manager, has been with the Bradstreet Agency a considerable period, having had thorough training in the business while employed in the Baltimore office. He took control of the office here in September, 1884, and has since managed the affairs of the agency with consummate skill and ability. He is a man of great energy and activity in business, and of genial manner and courteous bearing in private life, and all those who come in contact with him will receive at his hands the kindest and most considerate treatment.

THE NEW HOME SEWING MACHINE CO.—W. D. KNOWLES, MANAGER; DALLAS BRANCH OFFICE, 755 ELM STREET.

The hum of the sewing machine is heard all over the land. There is no voice in which there is more music than in its delicate click, click, click, for it means a cessation of labor for weary woman, a folding of tired hands and a closing of heavy eyelids which, before the coming of the sewing machine to make the tiresome seams with almost lightning-like rapidity, must have labored wearily on long after the hours for rest had come. Among the most popular of the many machines that are day by day, all over the country, cheerily singing "The Song of the Shirt," is the New Home, and its popularity is rapidly increasing, owing to the fact that it is founded on the solid rock of merit, and therefore able to withstand the storms and shocks of rivalry, prejudice and misrepresentation which beat upon it. The Gold Medal Sewing Machine Company was organized as a corporation in 1867, with a capital of $250,000. It did business under that name until 1882, when it was re-organized under the name of the New Home Sewing Machine Co., and the capital stock increased to $500,000. The factories of the Company are located at Orange, Mass., the immense buildings covering five acres of flooring. Five hundred and fifty men are employed at the factories, and are kept busily engaged at all seasons of the year in manufacturing machines to meet the large and growing demand. The New Home is the result of twenty-five years' practical experience in the manufacture of sewing machines, and contains more points of excellence than can be found in any other machine. In its construction, special reference has been had to the views of practical operators and men of scientific attainments. In its production are successfully combined simplicity, durability, reliability, speed, strength and beauty, and it is unequaled for ease of management and capacity for

wide range of work. It uses a straight self-setting needle, and makes the double thread "lock-stitch." It is the perfection of mechanism for hemming, felling, trimming, binding, cording, braiding, seaming, hem-stitching, quilting, tucking, darning, fringing, ruffling, gathering, embroidering, etc., and is adapted to all kinds of sewing, from the lightest muslins to the heaviest cloths. The wood work is very unique and attractive in style, substantially and carefully made from well-seasoned and carefully selected stock, elegantly finished and in perfect harmony with the excellent workmanship of the machine. All wearing parts of this machine are made of steel, case-hardened, and every machine is warranted perfect in all its parts. The price of the New Home is lower than that of any other first-class machine in the market, and sales are made upon such terms as put it in the reach of all. Dallas is one of the five distributing points of the Company, and the office here is headquarters for all the agencies in Texas, New Mexico and Arizona. Mr. W. D. Knowles, the manager of the Dallas office, is a man of twenty years' experience in the business, and is one of the most enterprising and active men doing business for the Company. He occupies spacious and pleasant quarters at 755 Elm street, the room covering an area of 30x90 feet. He has agents in every available community in the territory under his jurisdiction, and his business for the Sate of Texas alone, during the last year, aggregated $125,000. He is polite, courteous and accommodating, and those who have dealings with him will always be treated with the utmost kindness and consideration. The gentlemanly qualities of the agent, together with the general excellence of the machine, make a combination with which rival establishments have found it hard to compete, and impossible to surpass.

B. E. ANDREWS & CO.—Dallas City Lumber Yard; Yard and Office at Crossing of McKinney Road and Dallas Branch.

When people are contemplating where and how to build, a very important item is as to where they can procure the necessary goods at the lowest prices, and made in the most modern styles and best workmanship. In the line of doors, sash, blinds, mouldings and lumber, etc., Messrs. R. E. Andrews & Co. have a reputation second to none in the city. Ten large saw-mills are owned by this firm on the line of the Texas & Pacific Railroad, and they are thus enabled to keep a full stock of native pine lumber on hand, and the goods manufactured are guaranteed to be first-class and most desirable. They have marked advantages not enjoyed by many competitors, and their prices are as low as the lowest in this section. As they ship large quantities of lumber and building materials by rail, they are enabled to obtain special rates on freight, which is an item of no small size to be considered by builders. A specialty is made of sawing bills to order, also in sawing extra sizes of lumber. In addition to the manufacture of sash, doors, blinds and mouldings, they make and have constantly on hand a large and splendid line of flooring, siding and dressed lumber, besides a large stock of rough lumber, lath and shingles. The trade is extensive and growing. They have a house at Longview, conducted by Messrs. I. H. Crutcher and Geo. D. Harrison. Orders left

either here or at Longview, will receive that prompt attention for which the firm have long been noted. The members of the firm are practical men who conduct business upon that broad plane of commercial integrity which brings them a yearly increasing trade, and with such facilities as they enjoy are prepared to compete with any similar concern in offering substantial advantages to jobbers in lumber and building material. Parties in or out of the city will find it to their advantage to examine the stock of this establishment before making purchases, particularly those who are engaged in building, either by contract or in their own behalf.

C. H. EDWARDS—Dealer in Pianos, Organs and General Musical Merchandise, 733 and 735 Main Street.

Music, as a practice, if not as an art, must have been cultivated in the earliest periods of human history. Moses records that Jubal was the father of all such as handle the harp and the organ. That the musical instruments of those early days were rude and primitive may readily be supposed; but the record suffices to demon-

strate the fact that instrumental music is of very ancient origin. Great improvements have been made in reed, string and metallic instruments, and the highest attainments of art, skill and science have been brought to bear on their construction. Very few persons not directly interested have any idea of the vast amount of capital invested in the manufacture of the various kind of pianos and organs required by the amateur and professional musicians of the present day, or of the

skill required to bring them to the highest state of perfection in purity and richness of tone, beauty and finish. The manufacture of musical instruments is a trade, and at the same time a profession separated and apart from all others, and one requiring the highest degree of mechanical ingenuity and delicacy of touch. In Dallas there is an establishment which is the headquarters for musical instruments for all Northern Texas. This is the well known house of C. H. Edwards, 733 and 735 Main street, where may be found at all times a full assortment of the most celebrated pianos ever offered to the public. Among the most prominent may be mentioned the world renowned Chickering piano, which has been before the public many years, and which, for richness and purity of tone, durability and general excellence, stands first of all the pianos made. They also sell Mathusek and C. H. Edwards pianos, and many other kinds of more or less celebrity. They have also a full line of Mason & Hamlin and Western Cottage organs, which they sell at the lowest possible figures. Besides the articles mentioned they also carry a large assortment of musical instruments of all kinds and a general supply of music books and sheet music. Eight assistants are employed in this establishment and are kept busy attending to the wants of customers. The room occupied is 50x90 feet, centrally located, and specially adapted to the business for which it is used. Mr. Edwards has been in business here eight years, during which he has built up an immense trade, from which he reaps a large income. He is justly entitled to the prominent position he holds among the representative business men of the city, who by their enterprise have contributed their full quota in establishing for this city the pre-eminence which she now enjoys as the leading commercial metropolis of Texas.

HUGHES BROTHERS & CO.—Manufacturers of Baking Powder, Champagne Cider, Ginger Ale, Mineral Water, Soda, Flavoring Extracts, Bluing, Sauces, Etc., Corner Hughes and Ervay Streets.

Probably no establishment in the city has a reputation so widespread as the house of Hughes Brothers & Co. This firm began the manufacture of baking powder here about four years ago, working on small capital and doing a limited business. Owing to the excellence of the baking powder produced, there was soon a large demand for it, and they found themselves obliged to extend their business and increase the capacity of their house. As their business grew and prospered, they added other articles of manufacture, until to-day they have one of the largest manufacturing houses in the State, and the largest of its kind in the South. In addition to the celebrated "Grape Baking Powder," which brought them their first celebrity, and to whose excellence they owe a great deal of their prosperity, they also manufacture champagne cider, ginger ale, mineral waters, soda, flavoring extracts, bluing and sauces of various kinds. Fifty hands are employed in their manufacturing department, and five traveling salesmen are continually on the road selling their goods all over Texas, New Mexico and Arizona, and gradually introducing them into others of the surrounding States and Territories. The business of this firm has increased more than one hundred per cent. each year, and the

promises for the future are still greater. The manufactory is a large two-story building with cellar, covering an area of 65x100 feet, well fitted up with all the conveniences and appurtenances for carrying on their immense business. This firm also have a broom factory which does a large amount of business and is a source of profit to its proprietors. The *personnel* of the firm is three brothers, J. V., G. V. and F. V. Hughes, all gentlemen of great enterprise and rare business qualifications. They are practical men in their business, knowing it thoroughly in all departments, and much of their success is due to their indomitable will and untiring energy. They are also extensive advertisers, and for a retail dealer in the Southwest not to know the firm of Hughes Brothers & Co. is to "argue himself unknown." Their house is an honor to themselves, a credit to the city, and fully deserves the magnificent success which it has achieved.

E. F. CAMUSE—Wagon and Carriage Maker, Corner Elm and Jefferson Streets.

This is one of the best known and popular establishments of its kind in Dallas Mr. Camuse, the proprietor, is a skillful workman in his line, and never lets a piece of work go out of his shop that is not well done. He manufactures buggies, carriages and wagons, using in their construction carefully selected and well seasoned timber, and all his vehicles are warranted first-class and guaranteed to give satisfaction. He also does a general repairing business, renewing the broken parts of wagons and carriages, and fixing them up in first-class order. He employs none but competent blacksmiths and wagon makers, and the goods he turns out will stand the test of the hardest usage. His work possesses also another popular quality, that of being cheap, and farmers, cattle men and planters coming to town, who have work in his line to be done, can have a first-class job done at this shop at the very lowest possible figures.

ROBINSON & HART—Emporium of Art Needlework, 739 Elm Street.

The most novel and interesting establishment in Dallas, as well as one of the handsomest and most attractive, is that of Robinson & Hart, manufacturers of and dealers in fancy decorative art needlework, in crewel, silk and floss, 739 Elm street. This is a comparatively new line of business, and one which, to carry on successfully, requires not only a great degree of artistic skill and taste, but also an immense amount of energy, activity and general business progressiveness. Few persons possess the nerve required to invest their capital in the manufacture of articles so entirely outside the beaten track of commercial industry, and such nerve, coupled with the requisite amount of artistic skill, as well as a proper proportion of business ability and activity to make such an enterprise successful, form a combination, rare indeed, and one which deserves the hearty support and patronage of the community. Messrs. Robinson & Hart have demonstrated the fact that it is not alone those who deal in the necessaries of life and in articles that are required by the grosser of the human senses, that can succeed in business here, but that there is also success to be achieved by those who cater to the finer sensibilities and

more artistic tastes. In short, their success fully demonstrates the fact that the people of this city and community are interested in those things, classed as luxuries, which beautify and ornament home, as well as in those more common pursuits which are necessary to the progress and growth of a city or State. The establishment of Messrs. Robinson & Hart is located in the business portion of the city, and in a building well suited to the proper display of their goods. The stock is most artistically and handsomely arranged, and embraces a large variety of novelties in decorative needlework, embroideries, applique patterns, Honiton and point lace, braids, etc., etc. Besides articles of this class there is also to be found at this establishment a large assortment of five cent sheet music, embracing all the most popular songs, ballads and instrumental pieces of the day. The regular price of this music is from twenty-five to seventy-five cents. These gentlemen have been in business here three years, and have built up a trade which not only pays them handsomely, but is also creditable to the refined taste of the people of the city. They fully merit all the success they have achieved, and are clearly entitled to the rank they hold among the most enterprising firms of Dallas.

W. H. HOWELL & BRO.—Wholesale and Retail Druggists, 607 Elm Street.

This firm is well and centrally located in the business center of the city, and have for the past ten years enjoyed a large and growing wholesale and retail trade. They carry a complete stock of drugs, medicines, paints, oils and dye stuffs; also a fine line of toilet and fancy goods and druggists' sundries, and are also agents for D. M. Terry's celebrated garden and flower seeds. The business of this firm is conducted by Dr. W. H. Howell, who is a graduate of the Philadelphia School of Medicine, and adding to this knowledge an experience of almost twenty years in the drug trade, he hopes in every particular to give satisfaction to his friends and customers. To buy, to sell, to fill all the ends and demands upon a wholesale and retail druggist requires not only a business qualification, but the knowledge of the practical druggist and chemist. Everything entrusted to this firm, whether it be a wholesale order of smallest or largest character to the simplest compound of a drug, may be expected in the most thorough and approved style. "Thoroughness and entire satisfaction" is their motto.

ECLIPSE LUMBER YARD—R. M. Page, Proprietor, Elm Street, Between Phoenix Mills and Union Depot.

The lumber business is an important interest in every city, and especially is it so in one which is making such rapid strides, and in which so much building is being done as in Dallas. Occupying a leading position among the establishments in this city which deal in lumber of all kinds is the Eclipse Lumber Yard. R. M. Page, the proprietor of this yard, buys direct from the pineries. He gives his attention to the lumber trade, and his branch establishment here is under the management of Mr. A. Fielder, an experienced lumberman, and one who understands the business in all its details. He keeps on hand at all times a large stock of rough and dressed lumber, doors, sash, blinds, shingles, mouldings, rafters, and building materials of all kinds. The stock is principally white and yellow pine and hard-

wood, and is the largest and of greatest variety in the city. The yard is well located, being near the Union Depot, is ample in size, and fitted up with all the conveniences for handling lumber with facility. The stock of lumber at present in the yard is valued at $35,000, and the annual sales aggregate a large amount. This establishment began operations here in 1880, and has during the time that has elapsed since achieved a high reputation for the energy, enterprise and honesty of those in charge of it, and for the general excellence and reliability of the stock handled. Mr. Page has peculiar advantages in his business, not enjoyed by many firms, as he is constantly in the lumber districts, and takes advantage of all forced sales; and understanding the business thoroughly in every department, he is enabled to deal liberally with his patrons. The facility with which the stock can be handled at the yard enables him to offer his wares to the public at prices that are unrivaled by any of his compeers, and to insure every article sold to be exactly as represented. This is one of the most extensive and best known establishments in the city, and the high estimation in which it is held has been secured by the energy, enterprise and reliability of its proprietor.

P. W. LINSKIE—FUNERAL DIRECTOR, 1135 MAIN STREET, CORNER HARWOOD.

In a detailed review of Dallas and her enterprises, which is designed to furnish our readers with facts concerning the various industries carried on in this growing city, we would call attention to the elegant line of metallic and wooden coffins and caskets that are found in the stock of Mr. P. M. Linskie, at No. 1135 Main street. The stock is most complete, moderate prices are charged, and he is liberal in his terms. He is a man of experience, and well adapted to take charge and conduct funeral services in a manner calculated to assuage the sorrow of the bereaved ones, and to make the last sad rite as soothing as possible. He is a man of reliability, and fills all orders, by mail or otherwise, in his line with promptness and despatch. When desired, he takes entire charge of funerals, furnishing hearse and carriages as may be requested, and relieves the family from all undue anxiety and care. His telephone number is 85. The building is a two-story brick, 50x80, and well adapted to store the large stock he carries. He has had eleven years experience at the business, and fully comprehends its proper conduct. Mr. Linskie is agent for The Metallic Burial Case Co. of New York, and as this is their distributing point, he offers to the TRADE the goods at manufacturers' prices. A full supply is kept constantly on hand.

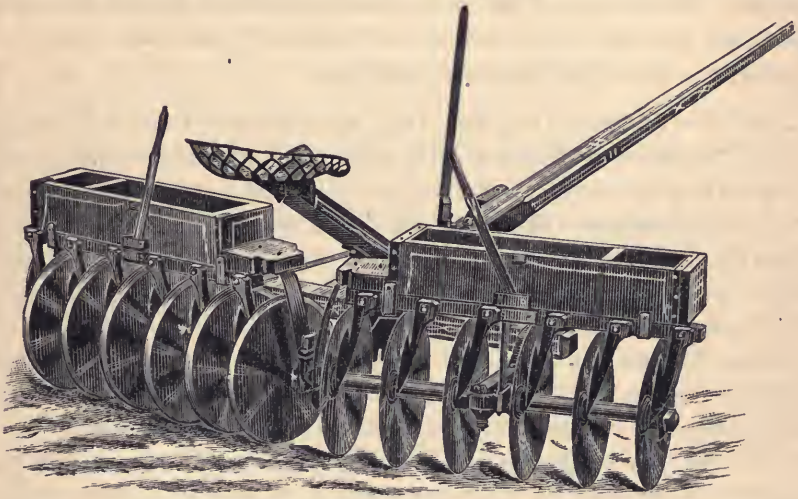
J. M. HOUSE—DRUGGIST AND PHARMACIST, 715 MAIN STREET.

One of the neatest and most attractive drug stores in Dallas is that of J. M. House, 715 Main street. Conveniently situated and handsomely fitted up, it is a credit to its proprietor and to the city. The stock carried is unusually full and varied. It comprises all the finest drugs and chemicals, imported and domestic, patent and proprietory medicines, fancy goods, toilet articles, soaps and perfumery, and, in fact, everything generally found in a first-class establishment of the kind. The trade is large, extending over the city and throughout the surrounding country, and is continually increasing. Mr. House, the proprietor, is a gentleman of

large experience and thorough training in his profession, and occupies a high position among the pharmacists of the city. He is a man of high character, honest and reliable in all his dealings, active and enterprising in conducting his business, courteous and polite in manner, and is highly esteemed by all who know him. His establishment is one of the most reliable in the city and we cordially recommend it to our readers.

BARTRAM, ROBINSON & CO.—MANUFACTURERS' AGENTS FOR AGRICULTURAL IMPLEMENTS, 211 MAIN STREET.

This house opened its doors to the public on the first of October, 1884. Its proprietors are men of activity and energy, and already are making the influence of their establishment felt in commercial circles. They are the sole agents for Texas, the Indian Territory, and Old and New Mexico, for the following articles:



Wheeler & Melick Co.'s improved railway and lever powers, vibrator threshers, steam engines, etc.; Johnston Harvester Co.'s mowers, reapers and self-binders; J. W. Bookwalter & Co.'s hand and self-dump standard hay rakes and lawn mowers; Jones of Binghamton scales; Evans & Foos Manufacturing Co.'s corn planters, check rowers and harrows; Superior Drill Co.'s new adjustable force feed grain drill; Foos Manufacturing Co.'s grinding mills, portable forges, etc.; Ertel Clipper hay presses; McLaughlin, Sheldon & Co.'s grinding mills; Parlin & Orendorff Co.'s plows, harrows and stalk cutters; Rose rotary disc harrows; John Burg wagons, and Davis stump pullers. These goods are sold by sample and shipped direct from the factory to the purchaser, thus avoiding the expense of repeated handling and re-shipment, and the patrons of this establishment enjoy all the advantages they could possibly have if dealing directly with the manufacturers. The managers of this concern are men of large experience in this branch of business, having been engaged in it for many years, and are thoroughly conversant with all its demands and requirements. They are enterprising and progressive in business, conducting all the transactions of their house on principles of the most

advanced liberality, as well as the strictest integrity, and will, no doubt, secure a large share of the public patronage. They are affable and polite in manner, making dealings with them as pleasant as profitable, and a customer once gained is converted at once into a permanent patron. This house is cordially recommended to our readers as in every way worthy their confidence and support.

SOUTHWESTERN STONEWARE AND PIPE COMPANY—Nos. 110 and 112 Main Street; F. G. Moore, Manager; Manufacturers of Cement Chimney Flues, Culvert, Drain and Well Pipe.

Skillful physicians assert that fully one-half of all diseases are the direct or indirect result of imperfect drainage. How important then the proper construction of drains and sewers. The first question to be considered is the kind of material to use. Brick material will not answer. Filth collects on their bottoms and sides, generating gases that destroy the mortar and open a way for their escape into the air, thus producing disease. These difficulties are entirely overcome by the use of the Southwestern Stoneware and Pipe Company's goods. This pipe has a smooth, even surface, and if the size is proportional to the amount of work it has to perform, it is self-cleansing and is impervious to the action of acids and gases. The drain, well and culvert pipes, chimney flues and cement made here with all their goods are of a superior kind and adapted to the uses for which they are designed. Mr. F. G. Moore, the sash, door and blinds man of Dallas, is the efficient manager of this company, and is prompt in his attention to all orders by mail and specially careful in preparing goods for shipment. The business is fairly and honorably conducted, and those buying or ordering goods here will have their interests well guarded and receive liberal treatment.

FREES & SON—Dealers in Pianos and Organs, and Importers of Musical Merchandise, 812 and 814 Main Street.

The leading and most extensive house in the city dealing in pianos, organs and musical supplies generally, is that of Frees & Son, 812 and 814 Main street. This house was established in 1881, and soon rose to a high place in the confidence and respect of the people. The sales-room of this establishment is large and conveniently located, and the ware-rooms extend through the second story of almost an entire block of buildings. The stock carried is valued at $35,000, and embraces a full line of pianos, organs, musical instruments, and sheet music of all kinds. Prominent among the pianos handled by this house are the Hardman, New England, Marshall & Wendell, and Kurtzman, all instruments of standard make, superior in finish, and of excellent tone. Among the organs are found the Standard and the New England, both of which are well known for their handsome finish, their excellent qualities of sound, and their proverbial durability. Besides these they keep violins, guitars, banjos, flutes, clarionets and band outfits of the finest quality and most approved make. Of sheet music they carry a large stock, embracing the latest and most popular songs, ballads and instrumental pieces, also the scores of all the current operas. Fifteen agents and assistants are employed by this firm, and are constantly engaged in attending to the demands of their trade, which

extends throughout the entire State of Texas, and aggregates $80,000 annually. Messrs. W. J. and J. Frees, the members of this firm, are both gentlemen of large experience in the business in which they are engaged, thoroughly understanding it in all its details, and fully appreciating all its demands. They are men of honesty and probity in business, and their recommendation of an instrument is at all times worthy the confidence of the purchaser. Their business is conducted on principles of the highest integrity, and the reputation of their house for liberality and fair dealing is co-extensive with the State boundaries. They have, by their indomitable will and untiring energy, built up an extensive trade in the face of great opposition, and they rightly deserve the great success that has attended their efforts. They are recommended to our readers everywhere as a firm with whom to transact business will always be found both pleasant and profitable.

BLOCK BROS.—Proprietors Palace Shoe Store, 110 Lamar Street.

Among the many establishments in the city which deal in boots and shoes, this house occupies a first place. It was established in 1883, to meet a want long felt by the people of Dallas for a house that would carry a finer line of goods than those handled by the stores in this city prior to that time. The Messrs. Block carry none but fine goods, and of these they have a large and select stock, being made especially for their trade and bearing their own brand. Ladies find here the finest, neatest fitting and most comfortable kid and morocco shoes that can be obtained in the market, and of the latest styles. Of men's fine footwear they also carry a full line, both of boots and shoes, making a specialty of the genuine English Waukenphast, the easiest, best and most sensible custom-made shoe known to the trade. In short they carry the most complete assortment of fine goods in their line to be found in the city, and they sell them all at prices that defy competition. Messrs. J. E. and Sam Block, who compose the *personnel* of the firm, are young men of energy, activity and business ability, and the large patronage which they enjoy is due in a great part to their indomitable will and perseverance. They conduct their business upon principles of the most advanced liberality and enterprise, and they merit all the success they have achieved. This house is cordially recommended to our readers as one with which business relations will be found both pleasant and profitable.

ANHEUSER-BUSCH BREWING ASSOCIATION—L. Reichenstein, General Agent, No. 708 Main Street.

Almost every large city in the Union lays claim to the distinction of brewing the best lager beer to be found in America, and every one of them is able to advance arguments, supported by figures, to back its claims. But throughout this section of country there is but little discussion regarding the comparative merits of the beer brewed in different cities. Texans have found that St. Louis beer is good enough for them, and they do not waste their time or risk their stomachs in experimenting with the products of rival cities. But having settled upon the *place* which furnished the best beer, they had another question to determine, and that was the particular *brewery* which produced it. St. Louis has so many com-

panies that brew first-class beer, that this last question was rendered somewhat difficult of determination, and many "schooners" were consumed before a conclusion was reached. The question is settled, however, and from the decision there is no appeal, and the beer made by the Anheuser-Busch Brewing Co. stands to-day, and is likely to remain, the prime favorite among Texas beer drinkers. It is needless for us to enter into an extended discussion of the merits of this noted beverage; it is too well-known to make a recommendation from us necessary. L. Reichenstein, general agent, No. 708 Main street, has been in the business here for eleven years, and is highly popular among the business men of the city. He is active, enterprising and energetic in business, and the Anheuser-Busch Co. are fortunate in having acquired the services of so faithful a representative. He supplies beer to retailers in any quantity they may desire, and at the very closest possible figures. Saloon-keepers will find this a most agreeable house with which to deal, and the beer it handles is popular wherever introduced.

A. S. ALSTON—Livery, Feed and Sale Stable, 926 Elm Street.

The above mentioned stables rank high among the most important in the city, for the reception, care and sale of stock, as well as for general livery business. Mr. Alston keeps a fine line of buggies, carriages and hacks, together with the freshest and best kept stock in the city, and is prepared to furnish good turnouts on short notice. He makes a specialty of fast stock, and in his stables are to be found some of the best goers in the city, both in harness and under the saddle. His experience and knowledge of horseflesh is of rare value in this line, and the stock he handles is, therefore, generally of the best. He has several well skilled assistants, who are conversant with the proper care of stock, so that, altogether, there are no better stables in Dallas. There is also a boarding department connected with these stables, in which horses are kept by the day, week, or month, at reasonable rates, and where they receive the best of care and attention. Mr. Alston is a native of Davenport, Iowa, but has lived in this city since 1876. He is quite a young man, full of enterprise and activity, and a determination to succeed. His stable is 50x100 feet in size, with a good sized horse-lot adjoined, which gives ample room for the accommodation of a large number of horses. Mr. Alston is a gentleman with whom it is a pleasure to transact business, and the excellent patronage he receives is no more than his merits deserve.

EXCHANGE BANK—Officers: Wm. E. Hughes, President; Jno. N. Simpson, Vice-President; Royal A. Ferris, Cashier; John H. Gaston, Assistant Cashier.

In the standing of her banking institutions Dallas need not fear comparison with any city in the country; and among them one of the most prominent and ably conducted is the one whose name heads this article. The Exchange Bank of Dallas was organized in 1875, and from its inception took a leading position. Its policy has always been strictly conservative, and the prudential character of its investments has gained it the confidence of all classes. Owing to its splendid facilities for making collections throughout the State, all items received

from their corresponding banks are credited at par, a few small and unimportant points only excepted on which the *cost of collecting only is charged.* Among the principal stockholders are Messrs. Wm. E. Hughes, W. H. Gaston, John N. Simpson, and Royal A. Ferris. The officers of the bank are all gentlemen well known in and out of business circles, and in their hands its interests are well and carefully guarded. We append the nineteenth semi-annual statement of the bank, a glance at which will convince anyone that its affairs are in a perfectly solvent and satisfactory condition:

RESOURCES.

Loans and Discounts		$346,254.66
Overdrafts		2,702.71
Furniture and Fixtures		5,373.11
Expenses paid		625.00
Cash on hand	$ 96,015.25	
Due from Banks subject to our sight drafts	108,909·91—	204,924.96
		$559,880.44

LIABILITIES.

Capital and surplus		$111,332.43
Profits, net, six months		10,449.56
Individual deposits	$294,306.42	
Demand Certificates	4,578.18	
Due Banks and Bankers	139,213.85—	438,098.45
		$559,880.44

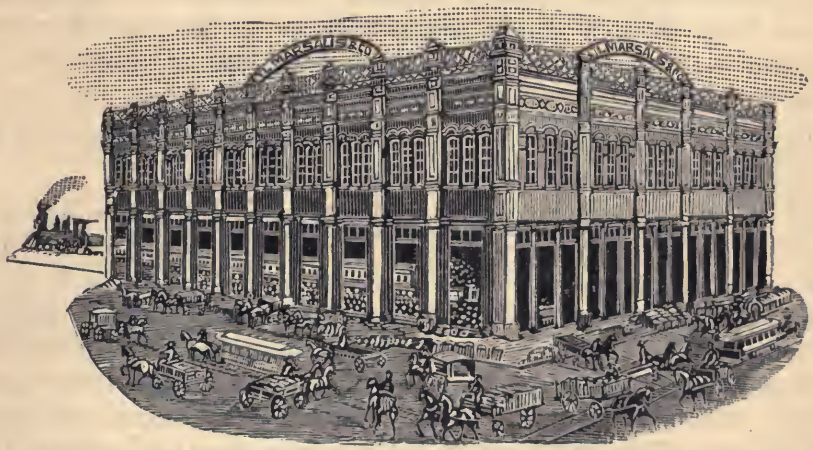
BIRD, ANDERSON & CO.—Wholesale and Retail Dealers in Rough and Dressed Lumber, Shingles, Sash, Doors and Mouldings, Corner Elm and St. Paul Streets.

Prominent among the commercial interests of every city is that of the lumber dealer. Several firms, representing a large amount of capital, are engaged in that very important branch of trade in this city, among which we note that of Bird, Anderson & Co. as occupying a leading position. This establishment is one of large proportions, perfect in all its details and arrangements, and occupies a prominent position among the successful business enterprises of Dallas. The business has been carried on for two years with no interruption to its success, enlarging its capacity and widening the scope of its operations from time to time. The office is at the corner of Elm and St. Paul streets, and the yard extends along St. Paul from Elm to Main, facing on both the latter streets 200 feet, thus giving an area of 40,000 square feet for the storage of the large stock of lumber carried by the firm. The stock consists of all kinds, sizes and qualities of white and yellow pine lumber, rough and dressed, joists, flooring, shingles, lath, sash, doors, blinds, mouldings, etc., and is valued at $30,000. The trade of this house is principally in the city, but it does, also, a large business throughout the surrounding country. This establishment is a desirable one with which to establish business relations, and can

be relied on under all circumstances for square, honorable dealing. Its trade aggregates $60,000 per annum, and six men find constant employment in attending to the wants of its customers, receiving and shipping lumber. Liberal, energetic and straight-forward in their policy, the proprietors of this establishment have been successful in legitimate business, always occupying a high position for mercantile honor and integrity. Carpenters, contractors and builders will find it to their advantage to learn the prices at this establishment before buying their lumber and building materials elsewhere. Buying, as they do, in large quantities, and having every facility for handling lumber cheaply, they are able to give their patrons the benefit of every circumstance which can conduce to low prices, making their establishment one of the most advantageous in the city with which to open business relations.

T. L. MARSALIS & CO.—WHOLESALE GROCERS, COMMERCE, MURPHY AND JACKSON STREETS.

Mr. T. L. Marsalis commenced the grocery business at Dallas in 1872, he being then 18 years of age. At the same time he made several investments in real estate. Since then he has lent his energies towards the development of Dallas in her every interest and he has done as much as any man to bring the city of Dallas



to what she is to-day. As the commercial interests of Dallas developed he realized handsome profits on his real estate investments, and his business rapidly increased. He has built several of the largest business buildings in the city. In 1883 he associated with him Mr. J. T. Elliott, a successful and wealthy lumber merchant of Dallas. They now occupy a building they have just completed, 125 feet front and 200 feet long, three stories high with cellar arranged to run cars into the building for unloading and loading five cars at one time. They do as large, if not the *largest*, wholesale grocery business done by any house in the State, their trade extending throughout Texas and part of New Mexico, Arizona and the Indian Territory. In every way T. L. Marsalis & Co. are a part of the history of Dallas since it was a town of 2,500 inhabitants, and in all their transactions have exhib-

ited a high order of executive ability, remarkable enterprise, and to an eminent degree that fine sense of business honor which appeals directly to the confidence and esteem of the public. They are representative men of the modern age, and their business establishment is a credit to their commercial talents and an honor to this progressive city.

FRED SIMON—Dealer in Second-Hand Goods of All Kinds; Furniture a Specialty; 721 Elm Street.

To all those persons desirous of purchasing goods of any description, and who wish to buy where they can get the most and the best for the least money, we cordially recommend the establishment of Fred. Simon, 721 Elm street. Mr. Simon occupies a two-story brick building, 25x85 feet, and he has it full of second-hand goods of every kind, shape and make, which he sells at surprisingly low prices. Mr. Simon has been in business here for fifteen years, and has established a reputation for probity and honesty that insures fair treatment to his customers. He carries a stock which invoices $4,000, and as all these goods are bought second-hand, or at forced sales, he is able to sell them at prices which defy competition and startle the purchaser—they are so low. If there is any article wanted in the way of furniture, or household utensils of any kind, Mr. Simon's is the place to get it. He makes a specialty of furniture, of which he carries a good stock bought low and for sale cheap, and he also exchanges goods in this line. He enjoys a large and growing trade in the city and surrounding country, and is fully deserving of the success he wins.

CARTER & GIBSON PRINTING CO.—Job Printers, Stationers and Blank Book Manufacturers, 413 Elm Street.

This is one of the most thoroughly equipped printing houses in the State, and the large patronage which it enjoys is easily accounted for by the excellent character of the work done. This establishment was founded in 1874 by Messrs. Geo. B. Carter and H. K. Gibson, and run by them until 1882, when they organized the Carter & Gibson Printing Co. as a corporation under the general corporation laws of the State of Texas. The capital stock of the corporation is $10,000, most of which they have invested in their office outfit, which is the largest and most complete in the city. They have four job presses, one of them being a Hoe cylinder, all of which are kept going steadily, to keep up with the immense amount of work which they have to do. The motive power is furnished by the Otto gas engine, and the press-work of the establishment is done in the highest style of the pressman's art. Fifteen hands are employed here, among them being some of the best known and most thoroughly competent workmen in the city, and no work is allowed to leave the office that is not well done. They have a large assortment of plain, fancy and ornamental job type, embracing all the latest and most popular styles, and any style of work desired can be done by them. They make a specialty of printing in colors, the perfect machinery which they use, and the high class of workmanship which they employ, enabling them to compete in this line of work with that done in the largest cities. The book binding department is fitted up

with everything needful in the way of machinery, and they are prepared to do this class of work satisfactorily and cheaply. They do book binding of all kinds, and manufacture blank books of every description and of a superior grade. Messrs. Carter and Gibson, the originators of the concern, and its managers and directors, are men of large practical experience in the printing business, and are thorough masters of every detail of the art. They give the business their close personal attention and supervision, accepting no work from their employes that is not satisfactory to their patrons and creditable to the house. This house is recommended to our readers as one whose work is sure to give satisfaction.

PATTERSON & CO.—DEALERS IN FRUITS, NUTS AND CANDIES, 850 ELM STREET.

The establishment which is the subject of this sketch is one which is not only a source of pride to the proprietors, but is also a credit to the city. It is located in the midst of the business portion of the city, occupying a building which covers an area of 15x40 feet, and one in which the stock is as nicely arranged and as neatly kept as that of any house in the city. Although only having been in business here for a few months, the gentlemen composing this firm have made a reputation for their house, and acquired a custom that is both lucrative and creditable. Their stock is valued at $3,000, and embraces a full line of fine chocolate creams, marshmallows, apricot delicious, sherbert roll, cream walnuts, Parisian delight, Princess Nongathines, Opera cachons, Jordan B. almonds, angel food, Orange C' caramels, cherries and creams, mixed candies, gums, and prize candies in great variety. They also carry a large assortment of domestic and foreign fruits, nuts, grapes, etc. They make a specialty of carrying the fine goods of Maillard & Co., New York, and Blank Bros., St. Louis, of which they are continually receiving fresh supplies. They handle none but the purest candies, and take especial pride in keeping their stock fresh. Their efforts to cater to the public in this line have already met with liberal patronage, and they are enjoying a large and growing trade. Goods in this line cannot be bought at better advantage anywhere in the city than of Patterson & Co., 850 Elm street.

ARMSTRONG BROS.—WHOLESALE DEALERS IN GROCERIES AND PROVISIONS, 724 AND 726 COMMERCE STREET.

This house, which is a branch of the well known Louisville establishment of H. C. & J. S. Armstrong, opened its doors to the public on November 1, 1884. Messrs. H. C. and J. S. Armstrong, the proprietors, are men who have received thorough training in the grocery business, having been engaged in it "from their youth," and they thoroughly understand it in all its details. The house in which they are located is a two-story brick, with dry basement, and covers an area of 50x200 feet, thus giving them a storage capacity of 30,000 square feet. Their stock is a large one, and specially selected with a view to meet the wants of the trade with which they have to deal. It includes flour, meats and provisions of all kinds, teas, coffees, syrups, sugars, spices, canned goods of every kind, tobaccos, cigars,—in short, a full assortment of all such goods as are handled by houses of the character of theirs. Their family groceries—teas, coffees, sugars, etc.,—embrace some of

the finest goods known to the trade, and among their cigars and tobaccos are many of the most widely celebrated and popular brands. They also deal in country produce and merchants from the surrounding country towns and villages will find here not only a most advantageous place at which to buy their supplies, but also one at which they can get the highest ruling market prices for anything in the way of produce which they may have to sell. Although this house has been established here but a few months, yet its business is conducted upon such advanced principles of liberality and enterprise, that it has already become widely and favorably known as one of the most progressive establishments in the city, and is making rapid strides towards the position of first among the wholesale houses of Dallas. Seventeen assistants are employed, some attending to the business of the firm in the city, others engaged in extending their trade through the surrounding counties, states and territories. The stock they carry is valued at $100,000, and, owing to their large trade, is being continually replenished by the receipt of new goods, thus keeping their stock always fresh. The location of this house is a good one, being on one of the principal business thoroughfares of the city, and in close proximity to the depot of the Santa Fe Railway. Buying in unusually large quantities,—owing to the fact of their having two establishments, here and in Louisville,—and with the judgment and discretion which are attained only by long experience, these gentlemen take advantage of every favorable circumstance whereby goods may be bought cheaply, and this, with their unexcelled facilities for handling goods cheaply, enables them to offer inducements to customers in the way of low prices with which rival concerns find it hard to compete. Honorable, reliable and progressive in business, pleasant, affable and courteous in their treatment of their fellow men, these gentlemen are worthy the greatest success which can possibly reward honest effort, and we cordially commend their house to our readers as one with which any business relations they may establish will be certain to prove both agreeable and advantageous.

H. S. MATTHEWS—Lumber Dealer, Ross Avenue and Camp Street.

As owning the leading establishment in Dallas manufacturing lumber, lath, shingles and mouldings and dealing in doors, sash, blinds, etc., H. S. Matthews is deserving of special mention in this volume, and a few leading points in reference to his facilities for handling lumber, and the extent of his operations will not be out of place. Mr. Matthews established his lumber yard here two years ago. His mills, at which he saws all the lumber he handles, and manufactures the mouldings, laths, shingles, etc., are located in Bowie County, near Texarkana, and connected with the immense pineries owned by him by a narrow gauge railroad, thus giving him cheap transportation and enabling him to fill large orders promptly. Connected with the mills are his Chicago Patent Dry Kilns, in which the lumber used for ceiling, siding, flooring, etc., is dried. The mills are under the personal supervision of Mr. Matthews himself, as are also the dry kilns, and he guarantees all his lumber, sold as such, to be perfectly dry in all seasons of the year regardless of weather. His yards in this city are conveniently located, covering an area of 200x300 feet, and fitted up with all the convenient appliances for handling lum-

ber with facility. Here is kept a large stock of lumber, rough and dressed, sheeting, rafters, joists, shingles, lath, doors, blinds, sash, mouldings, pickets, etc., and all for sale at the lowest current prices. Carload lots a specialty. The goods are under the management of Mr. S. G. Roberts, a man experienced in handling lumber and understanding the business in all its details. The stock carried in the yard runs from $30,000 to $50,000, and the sales aggregate $150,000 annually. The reputation of this establishment for enterprise and liberality is not excelled by any of its contemporaries, while the excellent quality of the goods it handles makes it a most desirable one with which to establish business relations, which are sure in every instance to prove pleasant and profitable. In all respects this establishment may be commended as worthy the confidence and consideration of the trade it so largely enjoys. Contractors and others desiring goods in this line should not fail to examine the stock and learn the prices at these yards. Price list furnished upon application.

C. E. KUEHLTHAU—City Steam Laundry, 706 Commerce Street.

One of the most important enterprises of Dallas and one of the most complete establishments in all respects, is the "City Steam Laundry" which the enterprise and business capacity of Mr. C. E. Kuehlthau has built up. Commencing in 1877 as a small *hand laundry*, and in spite of opposition from many quarters, Mr. Kuehlthau has the credit of owning and conducting the first steam laundry in Texas, and one whose work is in all respects equal to the best Northern and Western work. His establishment is thoroughly fitted out with the best and most improved machinery necessary in the business, and he is constantly adding all the new improvements, thus keeping up with the times. The machinery is run by an engine of ten horse power, and ten hands are employed at liberal wages. The business, which is rapidly increasing—so much so that Mr. Kuehlthau contemplates moving into new quarters, much larger than his present ones—extends all over the city and State. Mr. Kuehlthau possesses facilities for doing the best work on short notice, which no other laundry in the city has, and clothing sent him to be washed from any part of the State, is delivered on the next train. All work done by his laundry is equal

to any and surpassed by none, and he fears no competition from any source. Mr. Kuehlthau is a native of Germany, but has lived in America since boyhood, and is well-known in Dallas as one of her most enterprising and respected citizens. Commencing with no capital, he has built up a business of which any man may be proud, although many obstacles were thrown in his way by jealous rivals. Price lists may be obtained upon application. We may add, in conclusion, that the greater part of the washing of Dallas, and the surrounding country, is done at his laundry.

F. G. MOORE—(Successor to E. P. Cowen & Co.) Dealer in Doors, Sash, Blinds, Mouldings, Stair Work, Shingles, Lath, Lime, Cement, Plaster, Etc., Mixed Paints and Broom Makers' Supplies, Manufacturer of Stone Flues and Sewer Pipe, 709 and 711 Elm Street.

The rapid growth of Texas and particularly Dallas has made the demand for building material simply enormous and has brought some of the most active and enterprising men into this branch of trade. Among them we find in gathering statistics of the city that Mr. F. G. Moore, who succeeded to the business of E. P. Cowen & Co., occupies a conspicuous place. In his large and well selected stock, which occupies three floors of his double store, 50x200 feet, can be found all kinds of doors, sash, blinds, moulding, stair work and builders' finishing material generally; also shingles, lath, lime, cement, plaster, hair, mixed paints, and all his wood material is guaranteed to be made from select and well seasoned lumber. Buying this class of goods by the carload as he does, he is able and does make very liberal prices, which has resulted in a widespread trade, reaching over a large part of the State, and increasing annually as he becomes better known. It is not going too far to assert that no house in the State can offer more inducements and very few can afford like advantages to their patrons. The entire business of this house is conducted upon sound principles, and the aim of Mr. Moore is to protect the interests of his customers by supplying them with the best lumber material at the most reasonable rates.

THE HUNSTABLE BOOT AND SHOE COMPANY—Wholesale and Retail Dealers in Boots amd Shoes, 712 Elm Street.

We should be remiss in our duty to the public, should we pretend to write up a history of the commercial and manufacturing establishments of Dallas, and leave out the Hunstable Boot and Shoe Company. Although this company has been in business here only since June, yet in that time it has firmly established a place for itself among the firmest enterprises of Dallas. It is located in a two-story brick building which covers an area of 30x80 feet, and they carry a stock of $10,000 in value. In the manufacturing department is made the already famous "Hunstable Boot," an article that is especially adapted to the Texas trade, and which is rapidly becoming popular with dealers all over the State, as a boot that sells rapidly and gives entire satisfaction. Besides this brand of boot they manufacture other boots and shoes. The articles of their own manufacture are all made of the best material and are warranted to give satisfaction. They also carry a large stock

of gents', youths', ladies', misses' and children's fotowear, embracing the finest goods in the market, of which they make a specialty. Eight assistants find constant employment in this establishment, being busily employed all the time in attending to the demands of the growing trade, which is gradually and surely assuming large proportions throughout the entire State. The gentlemen composing this company are men of affable and pleasant manners as well as of great business ability, and their business bids fair to rival, at no distant day, that of any similar institution in the country.

PRICE CHEANEY, D. D. S.—Dallas Dental Parlors, 709 Elm Street.

Of all professions, none is of more importance or requires more skill than that of dentistry, and a well conducted dental parlor like the subject of this sketch, supplied with all the complete and perfect contrivances for the proper treatment of the teeth should be properly set forth in this work. Doctor Cheaney came here from Kentucky about four years ago, fully alive to the progress of the times, and has kept himself well posted with regard to the improvements of the profession. The treatment of the teeth in all their various forms is the study of this enterprise and the facilities of the house to meet the most exacting in this line are complete. Dr. Cheaney, the proprietor, is a graduate of the oldest dental college in the world and makes a specialty of fine operations on the natural teeth. His operations are second to those of no dentist in the South. The various work in dentistry in all its branches is conducted in the most perfect manner and in the most approved modern style. The doctor has made this his study and no work leaves his rooms without being carefully examined and meeting his approval, hence parties having work done here can rest assured of its being equal in every particular to any dental work done in this or other cities. It is enough to say, that to visit the establishment will be to satisfy every one of the competency of this enterprise to meet the demands that may be made upon it.

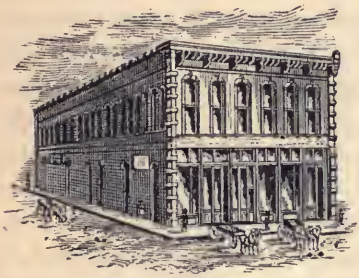
B. M. BOND & BRO.—Groceries and Cigars, 409 Elm Street.

As pursuing a very important branch of trade bearing upon the general prosperity and commercial thrift of the community, the house of B. M. Bond & Bro. may not be overlooked in a publication whose special object will be attained in the proper display of the natural resources and acquired advantages of Dallas as a great center of commerce and of productive trade. These gentlemen came to this city from Passchristian, Miss., and started in business nine years ago, and such has been their enterprise and liberality in business that we feel warranted in saying that there is not to-day in the limits of the city an establishment which enjoys a greater degree of popularity. They occupy a room 30x80 feet in size, and located in the very heart of the business portion of the city, and they keep it well stocked with a full line of fine family groceries, such as coffees, teas, sugars, syrups, spices, jellies, preserves and canned goods of all kinds. They keep their room in good order, and their goods nicely arranged for show, and have altogether one of the most attractive grocery stores in the city. They also make a specialty of fine cigars, of which they carry a large assortment, embracing all the best brands both

imported and domestic. Three assistants are kept busy attending to the wants of customers. The stock carried is valued at $8,000, and the trade of the house is an extensive one, reaching far past the city limits, and into the surrounding country. The business of this establishment in all its departments is conducted upon principles of pure mercantile integrity, and it is on these merits that the credit, reputation and confidence of the house rests. The Messrs. Bond are as well-known and as highly appreciated for their personal worth as they are for their business capacity and probity, and we recommend them to our readers as worthy their fullest confidence and patronage.

NOLAND & McROSKY HARDWARE COMPANY—Nos. 834 and 836 Elm Street, 833 and 835 Main Street.

In writing a review of the business interests and commercial industries of Dallas, there is no branch of trade which presents more striking characteristics than that of the dealer in hardware, iron, stoves, tinware, etc. Of the establishments in this city, dealing in this class of goods, the Noland & McRosky Hardware Company occupies the front rank. This is an incorporated company, having been chartered and doing business under the general corporation laws of the State of Texas. Its officers are B. M. McRosky, President; J. H. Henry, Vice-President; S. S. Kirk, Secretary; and A. F. Kirkpatrick, Treasurer, and their capital stock is $100,000. This company occupies spacious rooms, fronting on both Elm and Main streets, and covering an area of 50x200 feet, and have both stories well filled with a full line of heavy and shelf hardware, embracing the finest brands of cutlery in the market, stoves and tinware. Their stock of stoves includes many of the finest and most popular cooking and heating stoves manufactured. Connected with their sales-room is a tin-shop, in which is manufactured every kind of article made of tin and sheet iron, the shop being in charge of the most skillful and experienced workmen. The value of their stock is from $85,000 to $100,000, and fifteen assistants are kept busily employed in attending to the demands of their extensive trade, which extends throughout the whole of Eastern and Western Texas. Although this company has only been doing business here three years, yet its operations have been characterized by such activity, energy and business enterprise, that it has made a reputation for itself in business circles that is at once its pride and the envy of all rival establishments. Buying, as this company does, in large quantities, it gets the advantage of every inducement offered to large purchasers, and having every facility for handling goods cheaply, they are enabled to sell at prices which defy competition. This establishment is centrally located, fronting on two of the principal streets. An examination of goods and prices will convince any of our readers that we have done this company but simple justice. This is one of the most worthy institutions of which mention is made in these pages, and fully merits the hearty sup-



port and patronage of the public. The gentlemen at the head of this company are well known to the public, and need no laudation at our hands; their business career in Dallas, though short, has been highly successful, and has gained them an honored name and a business commensurate with the many advantages and inducements which they offer to their patrons.

OLIVER BROTHERS—SHIRT MAKERS, 727 MAIN STREET.

Holding a prominent place among the manufacturing establishments of the city are the Oliver Brothers, shirt makers, at 727 Main street. These gentlemen have only been in business here eighteen months, but in that time they have made such rapid strides in the march of progress, that they have outstripped slower rivals, and now stand first of their kind in Dallas. Three male and six female assistants are employed, and the work turned out is of the very best quality. The Messrs. Oliver give the work their close personal attention, and being practical men, they know good work when they see it, and will accept no other kind. The material used is the best the market affords, and all kinds of shirts are made to order, from the coarsest to the finest, and a perfect fit guaranteed in every case. They have a good location, and the building they occupy is a two-story brick, covering an area of 20x80 feet. It is well arranged for their business, and the stock in it is as well kept and as artistically arranged as that of any house in the city. Their trade is large and growing, and is not confined to the city, but extends far into the surrounding country. A laundry connected with the establishment does up linen in the best style. Our readers will find any dealings which they may have with this house both pleasant and profitable.

MAYER'S ESTABLISHMENT—RESTAURANT AND SALOON, WITH FURNISHED ROOMS ATTACHED, 931 AND 933 ELM STREET.

Surely the class of citizens who deserve most at the hands of their fellows are those who spend their lives in catering to the human taste and in furnishing food and nourishment. Of these there are two great classes, *i. e.*, those who cater to the appetite of the body, and those who cater to the appetite of the mind. The restaurateur may be taken as the exponent of the first class. He makes a study of the cravings and the necessities of the stomach, that organ which is the seat of human action, and the birth-place of a large majority of the ills "that flesh is heir to." The chief apostle of the second is the man who spends his time in devising food for the mental organs, something that will draw the mind away from business cares and give it at the same time rest and nourishment. Each of these, we say, deserves the heartfelt gratitude of his fellowmen. But when we find the two combined in one, the words of anyone person fail to express the encomiums his merits deserve, and the whole world should "rise up and call him blessed." Dallas is the happy possessor of a man in whom both these qualities combine. That man is Mr. S. Mayer, and his establishment is at 931 and 933 Elm street. Mr. Mayer has here a magnificent brick building, covering an area of 50x80 feet, three stories high, with a large summer garden attached. In his bar can be found anything in the way of drink that man can possibly want; in the restaurant department all the

solids and substantials as well as all the delicacies and viands that the market affords are served to order, and cooked in the highest style of the cuisine art, while the garden is surrounded by cages containing many rare and curious birds and animals. In the garden is also an aquarium where different kinds of fish, reptiles and water fowl disport themselves the whole day. The garden is also furnished with a stage, upon which the popular ballads and the latest minstrelsy is furnished during the warm evenings to cheer the crowds who visit the garden to rest and enjoy a cool glass of beer. Mr. Mayer has been in the restaurant business for ten years and his customers say he understands it. Beside the edibles, drinkables and amusement furnished, the upper part of Mr. Mayer's building is divided into sleeping apartments, which are nicely furnished, and where the weary human frame can find "sweet repose" after the "heat and battle of the day." Mr. Mayer gives his business his close personal attention, and deserves the popularity and success which he has achieved. Our readers visiting Dallas should not fail to visit Mr. Mayer's establishment.

EMILE DUCOURT—Upholsterer, Manufacturer of Mattresses and Bedding, 727 Elm Street.

Among the many manufacturing establishments which add to the wealth of Dallas and the prosperity of her citizens, the house of Emile Ducourt is entitled to a place in the front rank. His is a work that adds greatly to the beauty and charm of a house, and to the ease and comfort of its inmates. He manufactures and keeps on hand for sale a large stock of mattresses, bedding, etc., made after the most improved modern designs and of the best material. He makes a specialty of fine upholstery, and being a practical workman himself, he not only knows how work should be done, but he superintends every department of his business himself, to see that those in his employ slight no piece or part of their work. The building occupied by Mr. Ducourt is a handsome stone structure, large and roomy, and his sales reach the amount of $15,000 per annum. His business is a large and growing one, reaching out past the limits of the city and embracing the surrounding country. Mr. Ducourt is a native of France, where he was born February 8, 1848. He has been in business in this city for nine years, and his success is owing to pluck, energy and business enterprise, which he possesses to a remarkable degree, and to honesty and upright dealing which make him worthy all the success he has or can achieve.

PLOEGER & HOPPE—Dealers in Staple and Fancy Groceries, Corner Elm and Preston Streets.

This is one of the nicest and best kept grocery stores in the city, as well as one of the most popular. The stock carried consists of staple and fancy groceries, flour, meats, sugars, teas, coffees, syrups, spices, dried and canned goods, candies, etc., embracing some of the finest brands of articles for home and table use known to the market. The large sales made by this firm necessitate the frequent receipt of new supplies, and the stock is thereby kept replenished with fresh goods at all times. The building occupied is a two-story brick, well located for both city and

country trade, and their room covers an area of 35x60 feet. Their trade is large, aggregating $30,000 annually, and is rapidly increasing. The *personnel* of the firm is composed of Max Ploeger & Paul Hoppe, both men of experience and ability in business, and of great energy, activity and enterprise. They are firm believers in the progressive maxim of "quick sales and small profits," and the low prices at which they offer their goods are well calculated to recommend their establishment to the patronage of a discriminating public. They are polite and attentive in waiting on their patrons, a quality that adds in no small degree to their popularity. This house is cheerfully recommended to our readers as one in every way worthy their support.

LEEPER BROTHERS—Livery, Feed and Sale Stables, Nos. 941 and 943 Elm Street.

No city in the country has better livery accommodations than Dallas, and nowhere are the people more appreciative of them or more liberal of their patronage than here. Among the many popular and reliable livery establishments of the city none occupies a more conspicuous position than that of the Leeper Bros.

These gentlemen have lately started business, and the entire outfit is entirely new and first-class, presenting a fine appearance. Lately they have erected a new brick building, at Nos. 941 and 943 Elm street, which they now occupy. This building was constructed for use as a livery stable, and is, therefore, a model of its kind, having all the equipments, facilities and conveniences possible for the handling of stock. Messrs. Leeper keep some of the finest horses in the city, both for driving and for use under the saddle, and the excellent care which they take of them, and the discriminating judgment which they exercise in regard to hiring them out, enable them to keep their stock in first class condition. Their harness and vehicles are new and handsome, and always kept in the best order, and we are safe in saying that nowhere in the city can better buggies, carriages and hacks be obtained. A boarding department is one of the features of this stable, in which horses are kept by the day, week or month, receiving the best attention and for the lowest prices. They also have a sales department, receiving stock for sale at all times, and insuring in every case the highest market price. It gives us pleasure to recommend this establishment to our readers.

McENNIS & CO.—Flour and Woolen Mill Agents, Grain Dealers and Commission Merchants, No. 204 Commerce Street.

Among the best known and most substantial firms of Dallas we must undoubtedly enumerate the one whose name heads this sketch. Established in 1879, by the energy and ability of its members it has already attained a position second to none and equaled by but few. The firm occupy several commodious stores and grain warehouses which are fitted out with every convenience for the rapid and successful conduct of their business, and their trade, which extends all over Texas

and into Louisiana and Arkansas, reaches a large and rapidly increasing annual sum total. Messrs. McEnnis & Co. handle the flour of the celebrated Carthage City Mills, of Carthage, Mo.; Globe Mills, of Carthage, Mo.; the Galesburg Mills, of Galesburg, Mo., and others, and are agents for the Carthage City, Mo., Woolen Mills, which manufacture the celebrated doeskin jeans. The different brands of flour for which they are agents include the Hills Roller, Globe Roller, Ivory Patent, Cyclone, Summit, Aurora, Palisade and others, and are known as among the best offered for sale in the entire State. The long and varied experience and ample facilities of the firm enable them to offer inducements to purchasers such as few can duplicate. They also receive consignments of sugar and molasses direct from plantations, and with their thorough knowledge of the market, correspondents and traveling salesmen, can always obtain the very best prices for their consignors. They have superb advantages for handling grain, supply a large territory and are enabled to successfully compete in prices with all others. Messrs. T. F. and J. M. McEnnis, who compose the firm, are both natives of St. Louis, but have lived in Texas about ten years, and in Dallas four years, and have thoroughly identified themselves with the city and State of their adoption. Both gentlemen are well known in and out of business circles, and having a large acquaintance with shippers at country points in Northern Texas, are prepared to fill all orders for grain promptly and satisfactorily. Mr. T. F. McEnnis holds the position of President of the Merchants' Exchange, and is regarded as one of the most far-seeing and capable men in Dallas. Mr. J. M. McEnnis, his son, is also well known and respected. With their present facilities there is practically no limit to the future success of this enterprising firm.

LARMOUR & McCOMBS—Architects and Civil Engineers, 711 Elm Street.

In writing a history such as this it gives us pleasure to mention those men whose occupations and enterprises add to the beauty of the city as well as its material interests. And of these there are no more conspicuous examples than those who make a profession of architecture, studying the art of erecting buildings in such a way as to combine in their construction beauty, convenience, durability and cheapness. Among the architects doing business in this thrifty and growing city the firm of Larmour & McCombs occupy a prominent place. Mr. J. Larmour, the senior member of the firm, is a gentleman of great experience in his profession, having been for many years State Architect, during which time he made the plans and superintended the construction of many of the public buildings of this State, conspicuous among them being the new penitentiary building at Huntsville, the courthouse at Austin and the Agricultural and Mechanical College at Bryan. He is a native of New York, but has resided in Texas for many years, and is known all over its wide area as a man of ability in his profession, and of courteous and affable manner in his private relations. Mr. Paul McCombs, the junior member, is a native of Dallas, and a young man of rare ability in his profession. These gentlemen have been doing business together since 1883, and have designed many of the handsomest buildings which have been erected in this city since that time.

This firm will, upon application, furnish plans and designs for any and all kinds of public and private buildings, stores and dwellings; county or city bridges, of wood, iron or combination truss, brick or stone arches; large span roofs; ditches and canals for irrigation. They also do civil engineers' and surveyors' work of all kinds, furnishing maps, plats, etc. They also give, when desired, their personal superintendence to the construction of buildings. They do all the work in their line in the highest style of architectural art, and having made it the study of their lives and understanding it thoroughly in all its details, persons who desire plans and designs for erecting buildings, and other structures, should not fail to give this firm a call. They will not only find the work of the firm satisfactory in every particular, but they will also receive the most polite and considerate treatment at the hands of its individual members.

W. T. HANCOCK—Dealer in Staple and Fancy Groceries, 932 Elm Street.

At the above location will be found W. T. Hancock, who has long been known as one of the leading grocers and produce dealers in the city. He occupies a building 25x50 feet in size, centrally located, and well suited to his line of business. He carries a large stock of family groceries, embracing a fine line of articles for home and table use, teas, coffees, sugars, syrups, spices, canned goods, flour, meal, etc. He also keeps country produce of all kinds, butter, eggs, chickens, and all other articles for the trade in their proper season. Mr. Hancock is an experienced groceryman, having been in the business many years, and knows fully the wants of the trade. He, therefore, keeps the articles that his patrons want, and does not encumber his store with a large stock of unsaleable goods. His large trade necessitates the frequent replenishing of his stock, thus keeping his stock fresh and in good order. Two assistants are employed by Mr. Hancock, and are kept busy waiting on his numerous customers. Mr. Hancock is a gentleman of sound judgment and discretion, and conducts his business upon the most advanced principles of liberality and enterprise. He learns the wants of his patrons and then strives to meet them, thus being able to hold all customers whom he once gains. Persons desiring to purchase either staple or fancy groceries will find the best standard brands at Mr. Hancock's, all fresh and nice, and farmers bringing their produce to town will find here a market where they can get the highest ruling prices for first-class articles. To both these classes this house is recommended as worthy their confidence and patronage.

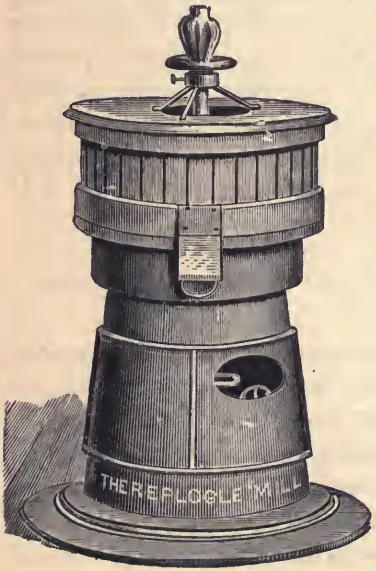
C. D. KANADY—Manufacturer and Dealer in Tinware, General Hardware and Builders' Supplies, 1205 Elm Street.

In this day of general progress in commerce, manufacturing and the fine arts, the representative of any particular branch of trade must needs be ever on the alert or else he and his business will be left far in the rear of those industries whose proprietors, ever watchful of their interests, are taking advantage of this age of progress and keeping fully abreast of the times' advance. Marching in the front line of the progressive line of industries is the stove and tinware trade, and its representatives having made many improvements in their line during the last

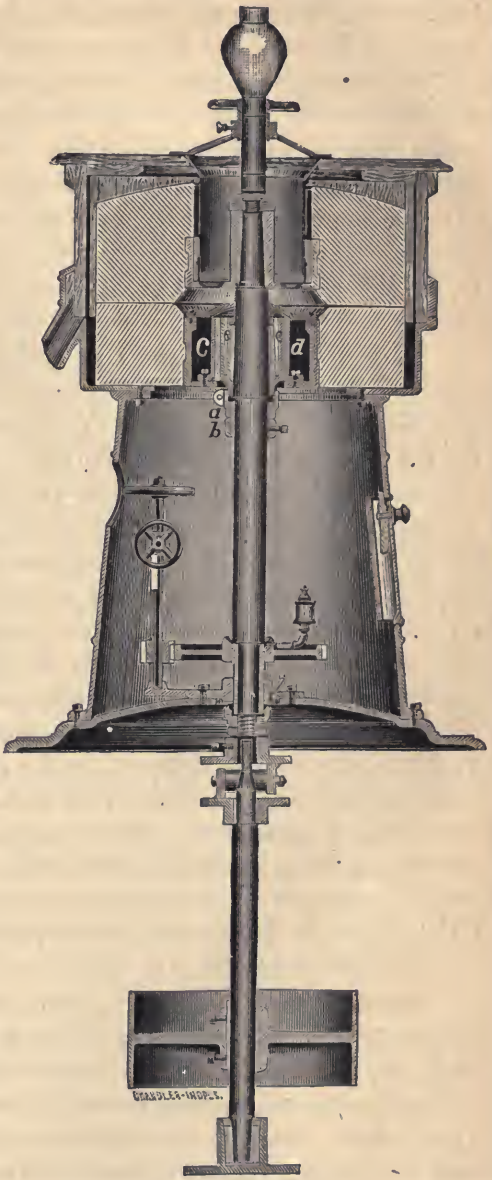
decade, are still forging ahead, battling with brave hearts and willing hands to hold the position they have achieved, and to make gains, if possible. Prominent among the enterprising houses in this city interested in this progressive line of business is that of C. D. Kanady, 1205 Elm street. Mr. Kanady carries a fine stock of stoves, hardware and building supplies, and makes to order in the best style and of the best materials all kinds of tin and sheetiron ware. He makes a specialty of cornice work and roofing, for doing which he has all the latest and most approved machinery, and employs the best mechanics he can procure. The building occupied is a two-story brick structure, 25x70 feet in area, centrally located and conveniently fitted up, and the goods are handsomely displayed. Mr. Kanady is an old citizen of Dallas, having been here since it started, and to the people among whom he has so long lived and done business needs no word of introduction or recommendation from us. They know him to be honest, enterprising, and industrious, a skillful workman, and one who, slighting no work himself, will allow none of his employes to slight it. During the eighteen months he has been in business here the people in the city and in the surrounding country have shown their appreciation of his merits by patronizing him liberally, and if the business he now has increases, the indications are at present that it will increase, it will be but a short time until the establishment of Mr. Kanady is second in importance to none in Dallas.

SINKER, DAVIS & CO.—Corner Market Street and Pacific Avenue; John S. Hetherington, Manager; Manufacturers of Engines, Boilers, Steam Pumps, Saw Mills, Saws, Head Blocks, Shafting, Pulleys, Couplings, Boxes, Corn and Wheat Mills.

Foremost among the houses in this city dealing in milling machinery is the branch establishment of Sinker, Davis & Co., corner Market street and Pacific avenue. The manufacturing establishment of this well-known firm is located at Indianapolis, Indiana, where two hundred men find employment in their immense factory. They manufacture engines, boilers, steam pumps, saw mills, head blocks, shafting, pulleys, couplings, boxes, corn and wheat mills. They make the famous band-saw mills complete, the best known machine for sawing large or valuable timber, the saw kerf being but one-eighth of an inch, thus saving one thousand feet of lumber in every five thousand feet sawed. This firm make these mills with a solid iron column for the pulleys to work upon, thus making it much more substantial and lasting than the old style wooden column. They make a specialty of building flouring mills, which they make of all sizes, furnished complete and ready for grinding, and have practical millwrights to put in the machinery. The branch



house in Dallas was established in 1880 and is under the management of Mr. John S. Hetherington, a member of the company, and a gentleman who understands the business thoroughly in every department. The building occupied at the present time is but a temporary one, the one formerly used having been destroyed by fire. It is located at the corner of Market street and Pacific avenue, on the Texas Pacific R. R., is 100 feet square, and well fitted up for the convenient handling of heavy machinery. The business of this branch of the establishment extends all over Texas and aggregates $100,000 annually. This company's machinery is noted for speed, power and lasting qualities, being all made of the best material, and every mill that they furnish or piece of machinery that they sell is warranted to give satisfaction in every particular. The branch house here sells all machinery at the lowest figures, and those who patronize it will have all the advantages that they could obtain by dealing directly with the factory. To those who contemplate the erection of either saw mills or flouring mills, or the purchase of milling machinery of any kind, this house is cordially recommended as one where they will not only be able to buy machinery at the lowest prices, but where they will also receive the kindest and most courteous treatment at the hands of the manager and the employes.



McCULLOUGH & COFFMAN—Livery Stable, 953 and 955 Elm Street.

Among the new establishments in the city which have recently opened their doors to the public and are bidding for patronage, is the livery stable of McCullough & Coffman, 953 and 955 Elm street. These gentlemen opened up on the first day of November, 1884, with an entirely new outfit, fresh horses, new buggies, new carriages, new hacks, new harness—everything new and first-class. They

occupy a good stand, in the central portion of the city, and have a building well adapted to their business, covering an area of 50x160 feet. These gentlemen have between $5,000 and $6,000 invested in their business, and have some of the handsomest turnouts in the city, their two hacks being especially handsome. They will give the business their personal attention, and will endeavor to give satisfaction to all their customers. All they ask is a trial, confident that those who patronize them once will stay with them. This establishment is recommended to the citizens of Dallas, who always stand ready to assist those just starting in business, as one of more than ordinary merit and deserving their kindest consideration.

J. K. HAWES—Dealer in New and Second-Hand Furniture, Crockery and Glassware, Stoves, Etc., 725 and 727 Elm Street.

No establishment in the city meets a more pressing need, or meets it better than the establishment of Mr. Hawes. It occupies a two-story brick building, fifty feet wide by ninety feet in depth, and the stock carried is valued at $15,000, the annual sales amounting to $30,000. Mr. Hawes was born and raised in Coosa county, Ala., and has been in business in Dallas for six years. His trade extends not only to the city and county, but also throughout Northern Texas. He gives his personal supervision to his business, and fully merits the success which he is reaping. His stock is a large and varied one, and purchasers would all do well to give him a call, certain as they are of courteous and kind treatment, and of getting one hundred cents' worth of goods for every dollar expended. He buys many of his wares at forced sale, and is therefore able to sell them at prices that defy competition from those who deal only in goods bought in the regular course of trade. Furniture of all kinds he keeps; parlor sets, bedroom sets, dining room sets, and anything that may be needed in the way of household and domestic utensils will be found among his stock. Housekeepers cannot afford to miss seeing his stock and hearing his prices before purchasing elsewhere.

PAUL F. ERB—Bookseller and Stationer; School Furniture a Specialty; 712 Main Street.

One of the most attractive and best arranged business houses of Dallas, is that of Mr. Paul F. Erb, whose name heads this article. The building occupied is 25x40 feet in dimensions, three stories in height, and is fitted out with every convenience for the prompt and successful conduct of the business. The yearly sales, which reach a large and increasing sum total, extend all over the city and to every town and village within a radius of 200 miles; and the superior quality of goods sold by Mr. Erb, and his prompt attention to all orders, will doubtless extend them much farther. Mr. Erb carries one of the most complete lines of books and stationery and school furniture to be found in Texas. His books include works of standard authors, English and American, school magazines, periodicals, etc.; and his stationery department is as fine as can be found in the State. He also carries a most elegant line of Christmas gifts: cards, albums, dressing cases, souvenirs, and numberless other articles in endless profusion. His specialty, however, is school

furniture, and his stock in this line cannot be excelled. Everything included in the term "school furniture" is kept here, and sold at prices which few can duplicate. Buying direct from the factories, and enjoying ample facilities, Mr. Erb sells in direct competition with Northern and Eastern houses, and a glance at his price-list will substantiate our statement. Parties in this and adjoining States will find it to their advantage to call on or correspond with him. Mr. Erb is a native of Galveston, but established himself here in 1880, and has since then enjoyed a gratifying success in his business. All information asked is cheerfully given, and visitors to his store are welcomed, whatever be their business.

LEHMAN BOTTLING CO.—MANUFACTURING DEALERS IN ÆRATED AND MINERAL WATERS, CIDER AND CHAMPAGNES, 1111 ELM STREET.

This house occupies a conspicuous position among the establishments in the city dealing in those beverages "which cheer but not inebriate," and though it has been doing business but a short time, enjoys a large and growing patronage, extending over the entire State of Texas. The building occupied is a large and commodious one, located near the Union Depot, and fitted up with all the appliances for bottling drinks of every description. The stock carried is large, and consists of a full line of soda, sarsaparilla, ginger ale, mineral water, champagne cider, birch beer and English ginger beer. The mineral waters are manufactured by the firm and are pure and healthful; the other goods handled are of the best brands, and warranted to give satisfaction. Retail dealers, who handle "soft drinks" of any kind, will find this company a most advantageous one with which to deal, both as regards prices and the quality of the goods which they keep. Mr. W. E. Butler, who is at the head of the establishment, is an experienced business man, energetic and enterprising, and the trade of the house is rapidly increasing under his skillful direction.

S. B. HANWAY—DEALER IN MARBLE, 1137 AND 1139 ELM STREET.

Among those branches of business which partake partly of the character of a trade and partly of that of an art, none occupies a more conspicuous position than that of the marble cutter. Of the several establishments in this city which deal largely in marble, that of S. B. Hanway, 1137 and 1139 Elm street, takes the acknowledged precedence. Mr. Hanway has been in business here six years, and during that time has established a reputation for thoroughly fine and artistic work, and for the general excellent quality of materials used, which is co-extensive with the State boundaries. He handles the finest marbles, granites, etc., and can furnish any kind of tombstones, monuments or other kind of article that is made of stone. Six men are employed at this establishment, embracing in their number some of the most skillful and artistic workmen in the country. Mr. Hanway makes a specialty of fine work, and some of the handsomest monuments that adorn the "silent cities of the dead" throughout the State are from his shop. He is a thorough business man himself, and will accept no work at the hands of his employes, but that which is well done. He has $10,000 invested in his business, and his annual sales aggregate a large amount. His location is a good one, and

the building he occupies is well fitted for his work. He carries in stock some very handsome monuments and other work, besides which he will make to order, and by any design chosen, anything in his line that may be desired. His trade is not confined to Dallas, or to the country adjacent, but extends all over the State of Texas. Those desiring artistic work in his line will do well to give Mr. Hanway a call. He also deals in iron fencing for cemetery lots and residences and does as good work and at as low prices as can be afforded. Full information can be obtained by writing Mr. Hanway who has a full line of designs to exhibit.

F. AUSTIN—Dealer in Diamonds, Clocks, Watches and Jewelry, No. 612 Main Street.

Of the jewelers and watchmakers of Dallas, there is no establishment which bears a higher character among the people of the city for honest, fair dealing and first-class workmanship, than that of F. Austin, 612 Main Street. Mr. Austin, who is a native of Philadelphia, and learned the watchmaker's business in that city, came to Dallas and opened up an establishment in 1870. Being a thorough skillful workman, his house soon became well known not only in the city, but throughout the adjoining country for the excellence of the work turned out. Mr. Austin employs assistants who are first-class workmen, and every piece of work that leaves his shop, is warranted to give satisfaction. Mr. Austin also carries a handsome line of watches, clocks, diamonds, silverware and jewelry, which he sells at the lowest figures. The room occupied by his establishment is 12x80 feet in area, and is located in the central business portion of the city. The stock carried is valued at $12,000, and the business transacted by the house aggregates $20,000 annually. Those who have watches or clocks which they wish to have repaired will find no house in this city or elsewhere at which they can have it done more satisfactorily. Marking and engraving are also done by Mr. Austin in the highest style of the art. This house is cordially recommended to our readers as one in which they will not only find every article sold to be exactly as represented but one also in which they will meet with the kindest and most courteous treatment at the hands of the proprietor and his assistants.

THE DALLAS RUBBER STAMP AND STENCIL WORKS AND TEXAS ALMANAC JOB PRINTING HOUSE.

Among the Dallas institutions that deserve special mention, is the Texas Rubber Stamp and Stencil Manufactory and Texas Almanac Job Printing House, under the conduct and management of W. N. Bryant. Rubber stamps and stencils are coming more and more into general use throughout the country, and as labor-savers they are gaining recognition in all well-regulated mercantile, professional and scientific institutions, where *time* and system are desideratums to progress, superseding the slower processes in the manifold uses to which they are adapted. Mr. Bryant, as manufacturers' agent of all the patent improved office and mercantile rubber stamp paraphernalia, has one of the most complete concerns of the kind to be found in the South, and which Dallas should be proud to foster and encourage. Among the many features of work prepared and to be found at this

establishment, may be mentioned seal presses for notaries and justices, secret and social organizations, cotton and shipping brands for merchants, saloon checks, barbers', milk and bakers' checks, railroad and hotel baggage checks, door checks, house numbers and door plates, self-inking bank and office stamps and daters, steel stamps for marking on wood or iron, monograms, autographs, wood engraving, etc., etc., and in fact any and everything coming within the purview of a well-appointed stamp and stencil works. The Texas Almanac Job Printing Office contains all new material, and any and every kind of mercantile job printing is turned out in good shape, promptly, and at prices gauged with reference to the hard times and scarcity of money; *so says Bryant.* Remember, "the proof of the pudding," etc., and give him a trial.

DR. O. B. HEWETT—DENTIST. Bancroft Library

Dr. O. B. Hewett, dentist, has resided and practiced in Dallas little over one and a half years, and in that short time has attained a celebrity wholly without precedent in the previous history of the city. Owing to ill health in his family, he was compelled to leave a very large and successful practice of nearly twenty years standing in Chicago, and seek a warmer clime. Coming with the very highest testimonials, both as to his skill and integrity, he entered at once a large and lucrative practice, which has steadily increased each day since, until he now has the largest patronage of any dentist in Texas, and undoubtedly the largest in the South, numbering among his patients all the elite and wealthy citizens of Dallas and the surrounding towns, and working constantly and steadily, is wholly unable to meet the constant demands on his time and skill. Nor need we wonder, when it is admitted by all that his skill in restoring aching, diseased and badly decayed teeth is truly phenomenal. Those who see the elegance and artistic beauty of his work will be satisfied with no other. In durability, beauty of contour and finish, his gold fillings are equaled by only a *very few* of the celebrated dentists of Chicago, New York and Boston. His wife, also a practical dentist, as well as a highly educated, accomplished and refined woman, works constantly by his side. They have fitted up a suite of rooms in most elegant style, so their office has the air of a comfortable and beautiful home, which it really is, where refined ladies and delicate children may come and receive most courteous attention, as well as the services of one of the most highly skillful dentists of the age. We predict he will be ere many years THE dentist of the South, as he now is of Dallas.

J. E. FLANDERS—ARCHITECT, 709 MAIN STREET; CORRESPONDENCE SOLICITED.

Among the architects of Dallas, whose taste and skill have added so much to the architectural beauty of the city, the gentleman whose name heads this article holds a conspicuous place. Mr. Flanders is a man who is thoroughly learned in his profession, having studied it both as a science and as an art, and those who contemplate building will do well to obtain the benefit of his skill and judgment. He

furnishes designs, plans and specifications for business houses, public buildings and private dwellings, giving his personal supervision, when desired, to their construction, and guaranteeing satisfaction in every case. He has acquired a high reputation throughout the city and surrounding country, and many of the handsomest buildings in and around Dallas have been designed and constructed by him, and silently attest his skill and proficiency. Among these are the following: Merchants' Exchange building, J. E. Schneider, residence, A. Davis, residence, F. Collier, residence, Geo. Atkins, residence, W. H. Flippen, residence, Flippen, Adoue & Lobit's Bank, Dallas National Bank, Schneider & Davis, building, and others. Of the numerous buildings designed and constructed by Mr. Flanders in the State may be mentioned the Shackleford County Courthouse, Eastland County Courthouse, Stephens County Courthouse, Baylor County Courthouse, Rockwall County Courthouse, Dallas County Courthouse, Kaufman County Jail, Ellis County Record Building, Dallas County Record Building, and others. Mr. Flanders is active and energetic in business, polite and courteous in manner, and those who have dealings with him will receive at his hands the most polite and considerate treatment.

DOUGLAS & DANOVER—Real Estate Agents, 114 Sycamore Street.

Among the many firms pursuing this important branch of business, none enjoys a greater reputation for energy, enterprise and promptness in attending to business than Messrs. Douglas & Danover. They do a general real estate business, dealing in city and county property, farms, ranches and timber lands, and have on hand at all times some of the most desirable property in the market. They also act as agents for non-resident land-owners, paying taxes, collecting rents, and attending to their interests generally. They are thoroughly reliable and trustworthy, and any information which they may give is worthy the fullest confidence and belief. Persons desiring to sell or purchase real estate will do well to correspond with these gentlemen, giving a full statement of their wants.

J. L. WILLIAMS & CO.—Druggists; Manufacturers of Texas Tolu Chewing Gum, and Dealers in Photographic Stock, 409 Main Street.

In order to give a full and complete statistical account of the industries of Dallas such as this volume is intended to afford, it is necessary to include all the industrial arts and professions as well as the commercial and manufacturing interests of the city, and there can be no question as to the validity of the claim of the profession of pharmacy to be specially represented in this work. The profession of the druggist is one that operates effectively in time of need in arresting and alleviating the most acute pains and other ailments of the human body. The firm heading this sketch is one of the oldest in the city, having been established about 1868. Their store is 25x80 feet, two stories high, and contains one of the most complete and varied stocks of pure drugs, chemicals, patent medicines, toilet articles, and a general stock of those goods usually carried in a well-kept drug store. A specialty of the house is photographic supplies, where the art galleries of the State can order just what they need, and find first-class supplies to meet their wants. They also manufacture the celebrated Texas Tolu Chewing Gum, that has

become so popular throughout the State. Great care is taken in compounding carefully all prescriptions left with them. For honorable and fair transactions the house is second to none in the State, and their increasing trade is due largely to the liberality shown to the patrons of the house. We are glad to give space in our work to so progressive and prominent an industry, that our readers may make their business acquaintance when visiting Dallas. Messrs. J. L. Williams and S. L. May compose the firm, both well known throughout the city and fully conversant with their line of business.

JOS. GLUCK—Dealer in Imported and Domestic Cigars, Chewing Tobacco, Cigarettes and Smokers' Articles, 719 Elm Street.

Nowhere in the world is a man of ambition, thrift and business ability able to achieve success in a shorter length of time than right here in Dallas. It is but a just compliment to the people of this city to say that they are swift to recognize and quick to reward merit, and if a man is honest and diligent he is sure of speedy success. Among the houses in this city which have achieved a reputation and established a good business in a short time, none occupies a higher position than the establishment of Mr. J. Gluck, 719 Elm street. Mr. Gluck came here from New York and started in business about a year ago, and by strict attention to business, a proper appreciation of the wants of his customers and a determination to gratify those wants, he has established a trade of which a much older concern might well be proud. He carries a full line of the choicest brands of cigars, both foreign and domestic, chewing and smoking tobaccos, embracing the leading staple articles, and he has every make of cigarette known to the trade. His specialty is smokers' articles, and he has a large and complete assortment of pipes, cigar holders, cigarette holders, cigar cases, match boxes—everything in fact that the most critical lover of "the weed" could desire. He occupies a large room, covering an area of 25x72 feet, and he has in it a stock valued at $3,000. He has a large city and country trade and his business is rapidly and steadily increasing, but he will not and cannot meet with success sufficient to outweigh his merits. As a manufacturer he is able to compete in prices, and his cigars being his own make, he can assure his patrons that they will prove as represented. Any orders by mail will receive prompt attention and be carefully selected by himself.

JAS. McKEAND—Dealer in Hay, Corn, Oats, Barley, Bran, Etc., Corner Elm and Preston Streets.

Prominent among the different branches of commercial pursuits carried on in this city is that of the dealer in feed, grain, etc., and occupying a conspicuous place among the houses which deal in this line of goods is the well known establishment of Jas. McKeand, corner Elm and Preston streets. Mr. McKeand began business here seven years ago with very small capital, which he has, by energetic and active devotion to business, gradually increased, until now he is able to carry as large a stock as the demands of the market require. His place of business is at the corner of Elm and Preston streets, where he occupies a building which covers an area of 25x100 feet. He also has a wareroom on Harwood and Eakins

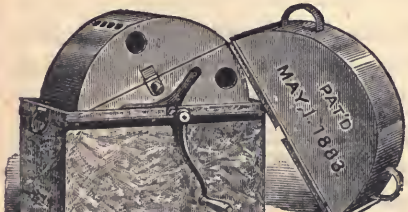
streets, 25x40 feet in size, where he keeps grain stored until he wants to use it. He keeps constantly on hand a large stock of hay, corn, oats, barley, bran and all kinds of feed, which he sells at the lowest market price. He has a large trade in the city, which is constantly being augmented by the patronage of new customers. drawn to his establishment by its reputation for honesty and square dealing. Mr. McKeand conducts his business on principles of the most rigid honor and business integrity, and to this, together with his popular manners and affable address, does he owe his success. Those who once come into contact with him in business never leave him, and a customer once gained is always held. This house is entirely worthy the confidence and support of the general public.

A. W. FOX—Manufacturer of Candy, at No. 212 Market Street; Salesroom, No. 411 Main Street.

This is one of the prominent enterprises of Dallas which has been in successful operation for seven years. With an experience of over forty years, the proprietor has a thorough knowledge of the business, and has perfected the establishment in the production of pure and first-class confectionery, which is guaranteed to be made from pure sugars and strictly pure fruit extracts as flavorings, avoiding all of the adulterations so often used in the manufacture of these goods. The facilities are first-class in every particular, and the capital employed is ample to give advantages in the purchase of material. Buying for cash and selling goods only at a slight advance on cost of production, has increased their trade, which now reaches not only over our own State, but outside also. We can assure the readers of the business history of Dallas, that when they form business relations with the Fox Candy Factory of Dallas, they are consulting their own interests and making the acquaintance of a firm whose business transactions have ever been marked by high and honorable commercial integrity. Liberality to their patrons is yearly extending their trade and making permanent customers.

CUTTER & CO.—General Agents for Texas for the Missouri Steam Washer 113 Sycamore Street.

In no department of industry has there been more marked progress during the last decade than in the invention and manufacture of improved labor-saving machinery. Much time and much labor, together with a great deal of money, have been expended in the attempt to invent some kind of machine that would wash clothes satisfactorily, and that would remove the horror of that *bete noir* of every poor housewife's life—wash day. Many machines have been made, each possessing a greater or less degree of merit, but each had some fault, and none gave entire satisfaction until the "Missouri Steam Washer" was invented and made, when all who saw it work recognized the fact that the acme of perfection had been reached, and that inventive force need be expended no more in this direction. Following are some of the reasons why this



machine takes precedence over all others: 1. It will do an ordinary washing in an hour that it would require a day to accomplish by hand, or other so called washing machines. 2. It is so easily operated that a child of ten years can do the washing. 3. It washes, steams and bleaches the finest laces, cambrics and embroideries; also the heaviest blankets, quilts and spreads without injury. 4. It saves labor, time, soap, clothes, mending, and last, but not least, health and life. 5. It will positively clean the clothes without rubbing, and the clothes will last much longer when washed on this machine. Such confidence have these gentlemen in the merits of their machine, that if anyone living in the city or country who desires to buy a washing machine will call at their office, or write them a card, giving his address, they will send a machine to his house and let it be thoroughly tested. If he does not like it after a fair and impartial trial they will take it back at their own cost. Messrs. Cutter & Co. are gentlemen of energy and snap, and just the right kind of men to push an enterprise of this kind. The *personnel* of the firm is composed of Charles Cutter, Geo. L. Leachman and T. J. Shuck, all gentlemen of enterprise and ability. They are establishing agencies all over the State, and seem determined that our people shall at least have an opportunity of securing the best washing-machine made. They are also agents for the celebrated No. 99 Improved Wringer. They want an agent in every county in Texas.

GEORGE RICK—MANUFACTURER AND WHOLESALE DEALER IN ALL KINDS OF FURNITURE, 747 AND 749 ELM STREET.

It is the manufacturing establishments of a city that mark its real wealth and prosperity. Pick up almost any manufactured article and compare its cost with that of the raw material of which it is made, and you will find that a large per cent. of the cost of the article goes to pay for the labor of making it. It is paid to the artisan and the mechanic of the city in which the article was manufactured, and is spent among the merchants of that city, adding to its wealth and prosperity, instead of going to help build up a rival. Manufacturing establishments should, therefore, above all others, be encouraged and upheld. Among the manufacturers of this city, Mr. George Rick occupies a prominent place, and is worthy of the support of all her citizens, not only in a general way, because all manufacturers should be supported, but also for the special reason that the furniture of his make is all of the best quality and most approved pattern. He occupies a large two-story brick building, fronting fifty feet on Elm street and running back one hundred and eighty feet, and he carries in it a stock of furniture valued from $20,000 to $35,000, which he sells at prices to suit the times. Mr. Rick has been in business here ten years, and has established a well-merited reputation for honesty, integrity and upright dealing. He also carries in stock bed-room sets, parlor suits, baby carriages, mirrors, and a full and complete line of all goods usually found in a well-ordered and first-class furniture store, and our readers from abroad who visit Dallas will find as liberal treatment and as good a stock to select from as can be found elsewhere.

A. E. BOUCHE—Dealer in Staple and Fancy Groceries, Fruit, Produce, Etc., 828 Main Street.

There is no better illustration of what a man without capital to start with can accomplish, if he but have the necessary industry and application to business, than can be found in the grocery house of A. E. Bouche, 828 Main street. In 1884, Mr. Bouche set up a little grocery establishment, in which he had stock to the amount of $150. By his enterprise, industry and a careful husbanding of his resources, he has gradually built up his stock and his trade from that small beginning to one of the best equipped and most liberally patronized retail grocery houses in the city. The building occupied by this establishment is well located, in the central part of the city, and covers an area of 25x80 feet. The stock carried embraces coffees, teas, sugars, syrups, spices, canned goods, fruits of all kinds, country produce, etc. There is no store in the city at which the housekeeper can buy more choice groceries for table use than at Mr. Bouche's, for he makes a specialty of carrying the best in his line. Country merchants and farmers, bringing their produce to the city, will always find at this house ready sale and the highest prices for first-class articles. Mr. Bouche is a native of Louisiana, and besides being energetic, enterprising and progressive in business, he is also genial, pleasant and courteous in his personal walk and conversation. The success he enjoys he has merited, and his house is cheerfully recommended as one in every way worthy the largest patronage and greatest success which it is possible for it to attain.

CHARLES A. MEYER—Dealer in Staple and Fancy Groceries, 947 Elm Street.

Of the retail grocers in this city there is no establishment which stands higher in the estimation of the public than that of Charles A. Meyer, 947 Elm street. Mr. Meyer began business here two years ago, and has since that time, by his enterprise and his determination to keep the kind of goods that the people want, gained a large and lucrative trade. He keeps a full assortment of the best brands of teas, coffees, sugars, syrups, spices, canned goods, and in fact, everything in the grocery line, staple and fancy. His large sales make it necessary for him to replenish his stock frequently, so that the goods he has are always fresh and desirable. Those who desire the best goods the market affords for home and table use will find the establishment of Mr. Meyer a desirable one with which to deal. Mr. Meyer has a good location in the main business part of the city, and occupies a two-story building, covering an area of 25x50 feet, well arranged for his business, and he keeps his stock in nice order and good condition. He is a thorough business man, understanding the grocery trade "from the ground up," and is, therefore, fully acquainted with the kind and quality of goods that his customers want. His experience teaches him how to buy to the best advantage, and his progressive enterprise causes him to sell cheap. He has a free delivery, and every article purchased at his store is sent to any part of the city without charge. He has a large and growing trade in this city, and one which his abilities fully deserve.

LAND & THOMPSON—Real Estate and Land Agency, for the Sale, Purchase, Exchange and Lease of Improved and Unimproved Property; Also Fire Insurance Agents; Dallas, Texas.

The importance of the commission agent in the business affairs of this life is thoroughly understood by every intelligent, wide-awake man of the nineteenth century. No other medium is so capable for establishing the most intimate relations between the seller and buyer, no matter how utter strangers all parties may be, or how widely separated by distance, and no other medium labors so assiduously to promote their respective interests by confering upon either party alike special advantages and otherwise unattainable benefits. He is the mutual friend and adviser, or go-between, that may be relied upon implicitly, and in no branch of business has his services been sought to a greater extent, and with more gratifying results, than in matters pertaining to real estate. The firm of Land & Thompson, Dallas, Texas, are one of the many engaged in this occupation that can be commended to the public at large as *eminently qualified* and *thoroughly reliable*, having been closely connected with the business for the past twenty years. Their experience, comprehensive knowledge of the real estate and land business in every detail, and extensive facilities for safely conducting it in all its various branches, together with their wide acquaintance with capitalists, large land operators, manufacturers, and others interested in land properties, gives them very decided advantages over the majority of Texas land agents, and enables the firm to guarantee the most perfect satisfaction in the transacting of all business entrusted to their charge. They buy, sell, exchange, lease and rent farms, ranches and improved and unimproved lands of all descriptions. They pay taxes on property, and keep up improvements and insurance policies. They make a specialty of looking after non-resident property owners' interests with the same watchful care they exercise over their own property, and invite correspondence from either holders of Texas property at home or abroad on the subject of this department of their business. They are also prepared to locate scrip on choice lands, perfect titles, value lands, make divisions of property, make loans on choice farms or valuable lands of any description, and make investments for capitalists. In their department devoted to city business they give the same careful and experienced attention to the buying and selling or exchange of real estate, renting and collection of rents, keeping property in repair, insuring, paying of taxes, and the general care of estates belonging to residents or non-residents. The firm also places fire risks upon all classes of portable property and improved real estate in the staunchest insurance companies in the country. In this connection they are prepared to represent any fire insurance company of merit that desires to enter the State of Texas, and will entertain proposals from corporations to that end. The firm make a leading specialty of handling lands suitable for agricultural and stock purposes, and invite the *particular* attention of stockmen and farmers to their extensive facilities and superior inducements. They control over *One Million Acres* of the finest farming and grazing lands in the State, and which they are now placing on the market, to be sold at unusually low rates to *actual settlers*. Messrs. Land and Thompson are capable, energetic

business men, of firm integrity, sound judgment, and conservative management, possessed of unquestionable executive ability and financial talents of a high order, who are liberally endorsed by the best citizens of Texas and the South, as well as of the Western and Eastern cities. Enterprising, skillful operators, keeping fully abreast with the progressive age, and possessing a complete knowledge of the magnificent resources of Texas for agriculture, stock-raising, mining, manufactures, commerce and capital, and moreover laboring with a keen interest in the development of that grand destiny which every penetrative mind recognizes as its future position of the State, the firm of Land & Thompson commends *itself* to the public as one from whom the most liberal treatment may be expected, and who may be relied upon to the fullest extent for the judicious handling of all interests placed in their charge, and with the highest possible advantages to their patrons.

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D. M. Osborne & Co., Manufacturers Harvesting Machinery,

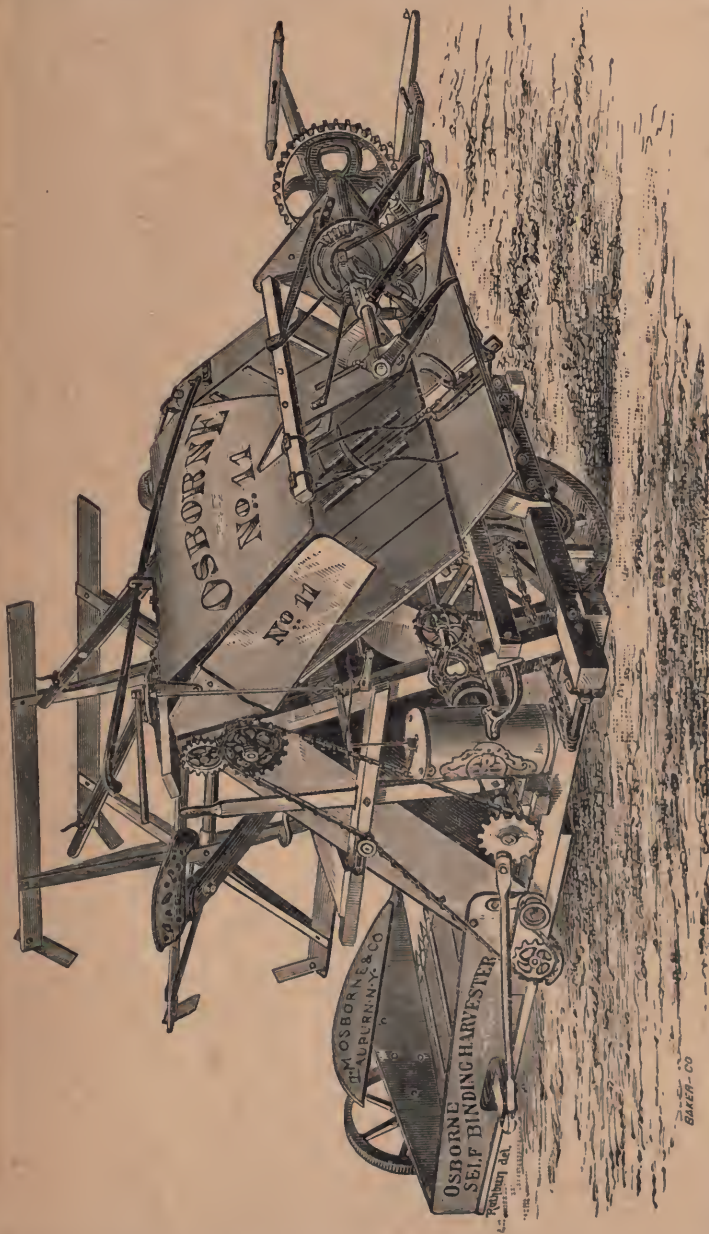
AUBURN, NEW YORK.

—J. B. HATCH.—

Manager for Texas, Indian Territory, Mexico and New Mexico.

COR. MAIN AND BROADWAY.

Wherever in the civilized world there is grass to mow or grain to reap, the **OSBORNE HARVESTING MACHINERY** is known From Russia to India, from France to Australia its fame is spread, and the people of these countries unite with the inhabitants of the American continent in proclaiming it first of its kind. The factories of the Company are located at Auburn, New York, where sixteen hundred men are employed, at a monthly cost of $40,000, in manufacturing the machinery which figures largely in gathering the harvests of four continents, and more than seven hundred traveling agents are employed in selling the wares of this Company to the farmers in the different states, kingdoms and principalities of the world. In 1875 this Company established a Branch House in Dallas, making it headquarters for Texas, Indian Territory, Old and New Mexico, with J. B Hatch, Manager. Mr. Hatch is a man of great experience in the business, having been with this Company eighteen years, and under his skillful direction the trade of the company has assumed large proportions in his territory, aggregating $500,000 per annum, and requiring the services and attention of from twelve to thirty men This Company manufacture Mowers, Reapers and Binders of every description, all of which are known to be first class in every respect. Most prominent among these many excellent machines, is the "No. 11 Osborne Self-Binding Harvester", a machine which combines all the many excellent qualities of its numerous predecessors In its construction, special reference has been had to the views of practical operators and men of scientific attainments, and in it are successfully combined simplicity, durability reliability, speed and strength, producing a machine unequaled for ease of management and capacity of wide range of work—the perfection of mechanism, the Harvester *par excellent* of the universe.



Among the other machines which they manufacture, the "Osborne No. 6 Combined Reaper and Mower", the "No. 1 Osborne Independent Mower", the "Osborne No. 3 Reaper", the "Osborne Light Reaper No 8," have been well known and popular among farmers for many years. Every machine sold by this Company is warranted to be perfect in every respect, all wearing parts being made of steel, case hardened, and as free as possible from defects.

The Dallas Branch House is situated at the corner of Main and Broadway-Streets, and occupies a four story stone building, covering an area of 50x100 feet. Mr. Hatch is a man of great energy and enterprise in business, and of pleasing manner and courteous address. The machines he sells are sold at manufacturers' prices, and purchasers from him enjoy all the advantages of those who deal with the factory direct. This house is cordially recommended as a most satisfactory one with which to deal.

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